

# THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

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No. 26.

## OLEO LEGISLATION DECLARED A MORAL ISSUE

### Strong Words From Secretary MacVeagh in Support of Reform

In his annual report to the President, only recently made public, Secretary of the Treasury MacVeagh speaks plainly concerning the oleomargarine situation, more plainly than any high government official has ever done before. He declares that reform in oleomargarine legislation is a moral issue, and that the legislation proposed—by which he means the Lever bill now before Congress—should be enacted as a matter of justice to the consumer.

He scouts "the notion which has been entertained that the law would injure the *legitimate* interests of the dairy people." He declares that "the *legitimate* and *fair* interests of butter" would be benefited instead of being injured. "And on the other hand," says he, "a wholesome and cheap article of food (oleomargarine)—in these days of the high cost of living—would be within the reach of the people of moderate means at honest prices."

The present law—the Grout law, passed at the behest of the butter interests—"is radically wrong," he says. "There are no more putrid conditions with which the government has to deal," he adds. He declares the frauds to be the most important consideration in the case. The revenue side is secondary—and yet "even since I began calling attention to the subject the non-action of Congress has cost the treasury somewhere from six to ten millions of dollars!"

This non-action of Congress—due to the pressure against reform brought by the butter lobby—is even now keeping out of the Federal treasury at least two million dollars a year which belong to it. Other reform legislation has usually cost the government several millions a year to enforce. The Lever bill would put two millions a year into the treasury instead of taking money out of it. The Secretary of the Treasury says it would, and he ought to know.

#### What the Secretary Says.

He believes the question has been threshed out sufficiently, and that the time for legislation is now at hand. In his report he says:

"It is encouraging to believe that the oleomargarine question has at last been sufficiently threshed out to be ready for legislation. The legislation proposed will add a large annual sum—probably \$2,000,000 a year—to the revenues; and will eradicate at the same time, and with a large saving of administrative cost, a mass of industrial

and commercial corruption whose existence is a disgrace to our laws, and which could have been removed years ago almost by the scratch of a pen.

"The Secretary of the Treasury and the Commissioner of Internal Revenue have been confronted, during this entire administration, and before, with a most serious problem in the vain and impossible effort to administer the present oleomargarine law with anything like necessary results, because the law itself is radically wrong. It is wrong in ways that are perfectly well known; and the remedies are plain and simple and just to everybody. There are no more putrid conditions with which the government has to deal. The frauds themselves and the corrupt state of much of the business—for all of which the government is responsible—are far and away the most important considerations in the case.

"The issue is a moral one. The revenue side of it is secondary—and yet even since I began calling attention to the subject the non-action of Congress has cost the Treasury somewhere from six to ten millions of dollars.

"The proposed cure in this case would actually benefit everybody concerned. The notion which has been entertained that the new law would injure the legitimate interests of the dairy people is without any foundation whatever. The legitimate and fair interests of butter would be enhanced by the prohibition of unfair and fraudulent competition. And on the other hand a wholesome and cheap article of food—in these days of the high cost of living—would be within reach of the people of moderate means at honest prices; because oleomargarine would be sold not as butter but as oleomargarine, at the price of oleomargarine."

#### OLEO LABEL REGULATION.

Restrictions in the regulation of oleomargarine labels under the Federal Internal Revenue Department have always been severe, in order that there might be no chance for deception. Sometimes these requirements have been of an extreme character. Recently the Internal Revenue Commissioner has ruled on a case of this kind in a manner to modify the harshness of the regulation without hampering the enforcement of the law. The latest ruling permits the lithographing or printing of the word "Oleomargarine" on two surfaces or panels of wrappers or cartons, and the trade-mark or brand on another surface.

Commissioner Cabell's letter explaining this ruling, which sets forth conditions in the case of interest to all manufacturers of oleomargarine, reads as follows:

Sir: This office has received your letter of the 2d instant, submitting sketch of proposed carton for packing oleomargarine under the name of "Queen" brand.

The sketch shows the word "Queen" inclosed in a leaf design on one surface or panel, the word "Oleomargarine" inclosed in a leaf scroll on two surfaces, while the fourth surface has thereon a wreath representation with blank space in the center for inspection legend, factory number, district, and State.

There is also submitted a specimen transparent glaciine wrapper bearing the words "Queen" and "Oleomargarine" in a leaf scroll, to be used as an additional wrapper or covering around the carton, the ends of which are closed by adhesive seals.

Careful consideration has been given your statements and reasons why the regulations should be modified, which now require that the word "Oleomargarine" shall appear on the same surface of the carton or wrapper with the device, trade-mark, or brand.

It is the opinion of this office that the imprinting of the word "Oleomargarine" on two surfaces of the carton in letters of the same size and shading as those in the word "Queen" meets the intent of the law and regulations. Therefore, Regulations No. 9, revised July, 1907, page 38, paragraph 4, subdivisions I and II, and page 39, paragraph 2, subdivision V, as modified by T. D. 1315 and T. D. 1323, are hereby further modified as follows:

"The word 'Oleomargarine' may be imprinted or lithographed on two surfaces or panels of a wrapper or carton, and the trade-mark or brand on another surface, provided the letters in the word 'Oleomargarine' are of the same size and shading and equally displayed with those in the trade-mark or brand.

"And provided further, that any additional transparent glaciine paper for encasing such wrappers or cartons shall have the brand and the word 'Oleomargarine' printed or lithographed on the same surface in letters of the size and character prescribed by the regulations as modified by T. D. 1315."

#### CLEANLINESS IN OLEO MAKING.

The cleanliness and sanitary precautions which surround the making of oleomargarine under the supervision of the Federal Government inspectors is indicated by the following notice to Federal inspectors concerning equipment for handling ingredients used in making oleomargarine:

Attention is directed to the necessity of maintaining in a clean and sanitary condition all pipes, containers, and other equipment for conveying, preparing, and otherwise handling ingredients used in the manufacture of oleomargarine.

Proprietors and managers of official establishments are informed that where milk or

cream, or mixtures containing milk or cream, are pumped or otherwise conveyed through pipes or open conductors, the pumps, pipes, conductors, and fittings shall be of sanitary construction. The pumps shall be so constructed that all parts coming in contact with edible products shall be of noncorrosive material or shall be nicked, tinned, or coated with an approved material, and such parts shall be accessible for cleansing.

The pipes, conductors, and fittings shall have smooth outer and inner surfaces coated with nickel, tin, or other approved material, and shall be of such design that no pockets or recesses occur on the inside and that they may be readily disconnected for cleansing. All pumps, pipes, conductors, fittings, and other equipment shall be kept thoroughly clean and sanitary.

Inspectors are directed to examine the equipment now used in conveying, preparing, and otherwise handling all ingredients which enter into oleomargarine in official establishments, special examination being made of the interior of the pipes, at the elbows, joints, and connections, all with the view to enforcing the meat-inspection regulations covering sanitation, pending the installation of sanitary equipment as above specified.

#### NOVEMBER OLEOMARGARINE OUTPUT.

Official government reports of the output of oleomargarine in the United States for November, as shown by revenue stamp sales, is as follows: colored, 363,202 lbs.; uncolored, 12,749,408 lbs., total, 13,112,610 lbs.

Official government figures, based on stamp sales, showing oleomargarine production in the United States for the eleven months of the year, are as follows:

	Pounds.
January .....	17,003,150
February .....	13,738,489
March .....	11,432,831
April .....	11,422,589
May .....	10,641,550
June .....	7,347,571
July .....	7,017,441
August .....	8,796,247
September .....	9,943,296
October .....	13,394,017
November .....	13,112,610

#### ROUMANIAN MEAT FOR GERMANY.

American Minister John B. Jackson, at Bucharest, reports that the Roumanian Ministry of Industry and Commerce has received inquiries from Germany with regard to the numbers of live and slaughtered animals which Roumania could export to that country. As, however, Austria-Hungary prohibits the transit of live animals through the Empire, no live animals could be supplied, but Roumania is able to export meat.

By a special convention which remains in force until 1917, only a limited quantity of meat may be exported to Austria-Hungary, while Roumanian production considerably exceeds that quantity. At present meat is exported from Turnu Severin only (where there is a provisional slaughterhouse), but large slaughterhouses are being constructed at both Turnu Severin and Burdujeni, which will probably be opened within a few months.

As there are no large houses in Roumania engaged in the exportation of meat, the Germans—provided that they decide to import Roumanian meat—will be obliged to have their representatives in the country, at least at first, to purchase stock from the peasants and other raisers and dealers.

Want a good job? Watch page 48.



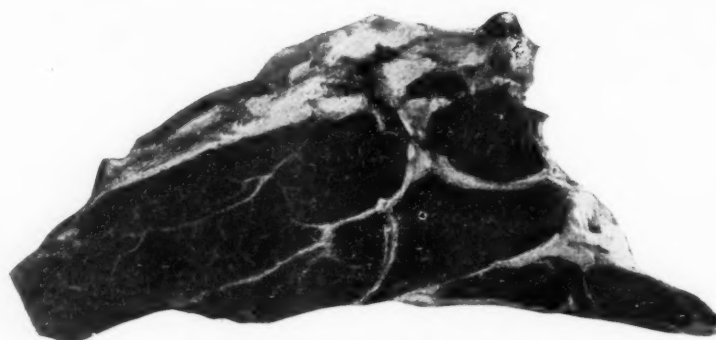
CHUCK RIB ROAST. CHUCK CUT NO. 1.



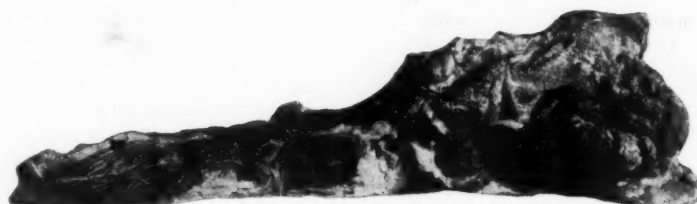
CHUCK STEAK (BEST CUT). CHUCK CUT NO. 4.



CHUCK STEAK (INFERIOR CUT). CHUCK CUT NO. 8.



SHOULDER CLOD. CHUCK CUT NO. 14.



NECK. CHUCK CUT NO. 15.

## VALUE OF VARIOUS CUTS OF BEEF

### Knowledge Which May Help to Reduce Living Cost

By L. D. HALL, Assistant Chief in Animal Husbandry, and A. D. EMMETT, Assistant Chief in Animal Nutrition, University of Illinois Agricultural Experiment Station.

(Continued from last week.)

[EDITOR'S NOTE.—This series of articles reports the salient points in an investigation which strikingly sustains the claims of the meat trade as to the value of the cheaper cuts of beef. It is something that should be brought to the attention of those who complain of high meat prices, and yet insist upon buying nothing but costly beef cuts.

In previous issues the general plan of testing the value of various beef cuts was explained, and a report of the slaughter tests on selected animals was given. The chemical composition of the meat was also described. Description and illustrations were given of the retail loin, rib and round cuts.]

#### The Chuck.

The fifth rib roast, taken from the chuck (Table 15), resembles the prime rib roast in regard to proportions of meat and bone, but exceeds them in relative amount of lean, just as the adjacent sixth rib roast shows the largest percentage of lean in the prime ribs (Table 13, published in The National Provisioner of December 14).

It is also observed that the successive chuck steaks, which are cut anterior and parallel to the fifth rib roast, tend in general toward a larger proportion of lean meat with a smaller percentage of fat and bone.

Three pot roasts, cuts Nos. 10, 11 and 12, cut next to the chuck steaks, vary considerably with respect to all three constituents, Nos. 10 and 12 resembling the chuck steaks, while No. 11 has a comparatively small percentage of lean and a large percentage of fat.

The stew (No. 13), taken from the lower portion of the shoulder near the brisket, is the fattest cut of the chuck, and contains but little bone. The neck piece is intermediate in proportionate amounts of edible meat and waste. The clod is the most economical cut of the chuck in point of gross meat, and, with one exception, also contains the highest percentage of lean.

Table 15.—Percentages of Lean, Visible Fat, and Bone in the Retail Cuts.

Retail chuck cuts.	Lean.	Fat.	Bone.	Total.
1. Roast (5th rib).....	64.07	20.78	14.65	99.50
2. Chuck steak .....	62.11	18.80	18.33	99.24
3. Chuck steak .....	66.26	22.29	10.94	99.49
4. Chuck steak .....	72.41	15.81	11.37	99.29
5. Chuck steak .....	69.91	16.60	12.50	99.01
6. Chuck steak .....	75.04	14.23	9.48	99.55
7. Chuck steak .....	82.10	6.41	10.78	99.29
8. Chuck steak .....	75.60	13.60	10.28	99.48
9. Chuck steak .....	74.76	14.57	9.85	99.18
10. Pot roast .....	75.80	14.44	8.59	99.22
11. Pot roast .....	58.45	26.53	13.94	98.92
12. Pot roast .....	78.06	9.07	12.66	99.79
13. Stew .....	60.79	33.86	5.03	99.68
14. Clod .....	80.39	14.62	4.69	99.70
15. Neck .....	60.47	22.12	16.48	99.07
Entire chuck .....	69.47	18.63	11.26	99.36

Retail trimmings from the chuck consist chiefly of neck scraps, these making up nearly half the total trimmings taken from the chuck of Steer No. 1 and about one-third in the case of Steer No. 2. The chuck roast and steaks are trimmed to about the same extent as the round steaks, amounting to 5 per cent. of their weight; the trimmings consisting largely of bone. Of the remaining cuts only No. 11 (the pot roast adjacent to the clod and knuckle) requires much trimming, the surplus in this case being chiefly fat and bone. On the average the chuck cuts are reduced in weight by about 10 per cent., and the trimmings are composed of about 40 per cent. fat, 30 per cent. lean and 30 per cent. bone.

[The illustrations herewith show some of the cuts from the chuck, the numbers of the chuck cuts referring to the numbers of the

same cuts in Table 15, and also to the diagram of the carcass published on page 17 of The National Provisioner, December 7, 1912. Editor.] (To be continued.)

#### PACKING KIDNEYS FOR EXPORT.

Commenting on the too frequent con-

demnation of consignments of New Zealand frozen kidneys, Mr. Crabb, veterinary officer for the Dominion in London, states in his annual report that the kidneys referred to opened up bright and dry in dry packages. He is therefore forced to the conclusion that in such cases decomposition had been allowed to set in prior to packing; in other words, the kidneys had remained at too high a temperature and too long after removal from the carcass. He recommends packing kidneys in pre-cooled boxes as soon as possible after slaughter, and reducing temperature at once.—Ice & Cold Storage, London.



SHOULDER POT ROAST. CHUCK CUT NO. 11.



SHOULDER POT ROAST. CHUCK CUT NO. 12.



CHUCK STEW. CHUCK CUT NO. 13.



## PRACTICAL POINTS FOR THE TRADE

**EDITOR'S NOTE.**—Nothing but actual, bona fide inquiries are answered on this page of "Practical Points for the Trade." The National Provisioner uses no "made-up" queries, with answers taken out of old, out-of-date books. The effort is made to take up and investigate each question as it comes in, and to answer it as thoroughly as time and space will permit, with a view to the special need of that particular inquirer. It must be remembered that the answering of these questions takes time, and that the space is necessarily limited, and inquirers must not grow impatient if the publication of answers is delayed somewhat. It should also be remembered that packing-house practice is constantly changing and improving, and that experts seldom agree, so that there is always room for honest difference of opinion. Readers are invited to criticize what appears here, as well as to ask questions.]

### TO MAKE GOOD SAUSAGE.

(Continued from last week.)

It is advisable to have meat well chilled before chopping it. In this condition it cuts easier and better, not clogging the knives by becoming sticky. Before the meats and the fat are placed in the machine they should be cut into small pieces, about two or three inches square. This material shortens the time required for reducing them to the required degree of fineness. When materials are to be chopped fine, no fear need be entertained that they can be made too fine. The finer the better, and the sausage therefrom will fully meet the requirements of the best trade.

For cutting fat into small squares or dice, special machines—fat cutters—are employed. Here, as with meat, it is also desirable to reduce the large pieces of fat to a convenient size before placing them in the machine.

Soft, oily fats should not be used where the large pieces or dice are to be employed, as a moderate temperature quickly softens such material, causing the oil to flow from it, thus giving a very unsightly appearance to the whole article. Such a sausage finds a poor sale and a low price.

Back fat is best and cheapest in the end. This, containing a large amount of stearine, holds together and keeps its shape even in hot weather. It also helps to give the sausage a firm body, which soft and sloppy fat will not do. This latter may be used, how-

ever, when the fat is to be in a fine condition, such as in pork sausages, etc.

No particular instructions need be given for the general selection of meats. Each maker must choose for himself such pieces and parts as the requirements and conditions of his trade make necessary. In some localities, a rich fat sausage is desired. In others, a dry, lean one only satisfies the demands. Each manufacturer must determine for himself the points he will follow in this matter. The chief thing to be observed is to use only good and fresh meat, and to keep that in a fresh condition.

It is always beneficial to keep stock in refrigeration until wanted for immediate use in working into sausages. The pernicious practice of allowing it to stand in a warm workroom, exposed to heat and steam for hours before it is needed, should be strictly guarded against. Chopped meat when placed in coolers for keeping, should always be spread out to permit the thorough chilling of all parts of the meat.

No matter how low the temperature of the cooler may be, small pieces when closely packed in trucks or boxes will heat in the middle of the mass where the cold air cannot penetrate. If the cut-up meat must be kept in this way for some time, it should be occasionally overhauled and transferred to another receptacle to allow the heat generated by close packing to escape. This treatment prevents meats and also fats from becoming sticky and musty.

Where spreading is impracticable, the use of baskets or small perforated boxes is recommended to hold such stock, as these readily allow blood-stained water to escape. This, if confined with the meat, gives it a very uninviting appearance, besides affording a fruitful source for early decomposition. Of all packinghouse products, blood, under ordinary conditions, most easily becomes putrid.

(To be continued.)

### TO MAKE OLEOMARGARINE.

A packer in the Middle West writes:

Editor The National Provisioner:

Could you give me full directions for making oleomargarine or butterine?

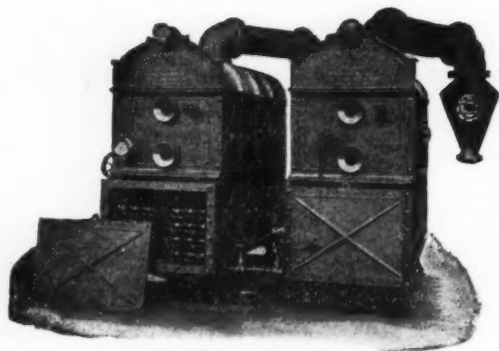
The successful manufacture of butterine can hardly be carried out from written directions. You must have the practical knowledge and experience. The process involves the use of oleo oil, neutral lard, cream, milk, cottonseed oil, etc., these components being used according to the grade of butterine desired. One grade consists of oleo oil, neutral lard and cream; another grade of oleo oil, neutral lard and milk; another grade of oleo oil, neutral lard, cottonseed oil and milk. In some instances butter is used as a component part.

All the component parts of whatever grade of butterine made must be "sound"; no "off" stuff, however slightly so, can be used. All utensils, vats, machinery, trucks, etc., must be kept scrupulously clean and sterilized, so that no detrimental germs or bacteria may be present.

Oleo oil and neutral lard is practically free from all impurities, as in the process of manufacture all such objectionable matter has been removed, and the goods have been pasteurized. Milk should be strained as thoroughly as possible immediately upon its receipt, and at once conveyed to the preparatory or fermenting vats. This fermenting process is "forced" by already prepared ferments, which is a much safer proposition than the natural and practically uncontrollable fermentation.

With the aid of these prepared ferments milk can be soured at a temperature of about 65 degs. Fahr., productive of the most desirable flavor. The manipulation of milk throughout the process of fermentation is responsible for the desired flavor in the butterine, hence the absolute necessity of having the process under control. Agricultural

(Continued on page 20.)



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GEORGE L. MCCARTHY, President.

HUBERT CILLIS, Vice-President.

JULIUS A. MAY, Treasurer.

OTTO V. SCHRENK, Secretary.

PAUL I. ALDRICH, Editor.

**GENERAL OFFICES**  
No. 116 Nassau St. (Morton Building), New York,  
N. Y.  
Cable Address: "Sampan, New York."  
Telephone, No. 5477 Beekman.

**WESTERN OFFICES**  
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## MacVEAGH SPEAKS PLAINLY

In the last issue of The National Provi-  
sioner was published that part of the annual  
report of the federal Commissioner of In-  
ternal Revenue in which he specifically recom-  
mends the Lever bill, now before the House  
at Washington, as the means for a needed  
revision of the federal oleomargarine law.  
This is the bill favored by oleomargarine in-  
terests and by consumers generally. It is of  
course bitterly opposed by the butter com-  
bination.

In his annual report to the President the  
Secretary of the Treasury uses even stronger  
language in regard to the necessity for re-  
form in oleomargarine legislation. Secretary  
MacVeagh says that the legislation proposed  
will not only add two million dollars a year  
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And yet he declares that the delay due to  
the opposition of the butter lobby to reform  
legislation has cost the federal treasury from  
six to ten million dollars ever since he be-  
gan calling the attention of Congress to the  
situation.

The notion which has been entertained that  
the new law (the Lever bill) would injure  
the legitimate interests of the dairy people he  
says is without any foundation whatever.  
Note that the Secretary speaks of the  
legitimate interests of the dairy people. There  
lies the crux of the whole matter. The but-  
ter combine fears the Lever bill because it  
would give oleomargarine a square deal on  
the market and do away with the strangle-  
hold of butter on the consumer's pocketbook.

"The legitimate and fair interests of but-  
ter," he goes on to say, "would be enhanced  
by the prohibition of unfair and fraudulent  
competition." This is sufficiently heretical in  
the eyes of the butter people, but Secretary  
MacVeagh becomes positively anarchistic in  
their estimation when he adds such wild  
language as the following:

*"And on the other hand a wholesome and  
cheap article of food—in these days of the  
high cost of living—would be within the reach  
of the people of moderate means at honest  
prices."*

Bitter words! No wonder the dairy papers  
have carefully omitted any reference to Secre-  
tary MacVeagh's report. No wonder that sec-  
tion of the daily press influenced by the  
butter combination has failed to make note  
of it. But it makes mighty good reading for  
the consumer, just now compelled to pay 40  
cents and over for butter that is fit to eat!  
And it should make several members of Con-  
gress somewhat uneasy as to their attitude  
toward such a legislative condition.

## DOES IT PAY?

The meat industry has pretty well learned  
by this time the truth of the gospel of sav-  
ing what was once waste that has been  
preached to it by The National Provisioner  
and by leading trade experts for many years.  
About all that has kept the packer from the  
poorhouse in the days of high meat cost has  
been his by-products margins. And there  
are yet a lot of packers who complain of  
hard times who might not find them so hard  
were they to open their eyes to the possibili-

ties of this by-product saving, and get right  
down to practicing it.

Reference was made in the news columns  
of The National Provisioner to the experi-  
ence of a Western Pennsylvania packer who  
installed a vacuum dryer for his tankage  
a few months ago, and who is now so de-  
lighted with the results that he is willing  
to prove it to any other packer who wants  
to come and see how it is done. He finds  
he can dry 4,000 pounds of pressed tankage  
per charge, with only 5 horse power needed  
to operate the installation. Anyone in the  
trade who knows anything about tankage  
can figure this and see what there is in it.

But that is not all. This packer hereto-  
fore has had to lose his hog hair because he  
had no way to treat it, being a small packer  
and not caring to put in an expensive equip-  
ment especially for that purpose. Since he  
put in his dryer he found that he could dry  
his hog hair and turn it out clean and sani-  
tary, and since he has been doing it he has  
realized from \$30 to \$40 per week that he  
formerly lost. And he does not kill a great  
many hogs, either.

Do modern methods pay? Here is one  
answer.

## MERELY MALICE

The announcement by President Taft that  
he had appointed Dr. Carl L. Alsberg, of the  
Bureau of Plant Industry, as Chief of the  
Bureau of Chemistry of the Department of  
Agriculture, to fill the vacancy caused by the  
departure of Dr. Wiley from the Govern-  
ment service, seems to have been a signal  
for the reopening of the mud batteries of  
the Wiley press bureau. Dr. Alsberg was  
their target, of course, as would have been  
any appointee not amenable to the Wiley  
interests.

They seem to have been hard put to it to  
find material for their bombardment. Dr.  
Alsberg is a scientist of international repu-  
tation who has attended strictly to his busi-  
ness. His industry in scientific fields has  
been prodigious, judging from the record.  
His political record appears to be a blank.  
He seems to have had no relations with  
commercial interests, especially with those  
which have used the food law and some food  
officials for their own peculiar purposes.

But the Wiley interests, which term in-  
cludes the commercial concerns above men-  
tioned, have no use for a scientist. They  
showed that by their open contempt for Dr.  
Remsen and his distinguished associates.  
Above all they have no use for a scientist  
who minds his own business and keeps out  
of the limelight. Therefore, their mud throw-  
ing at Dr. Alsberg was to have been ex-  
pected. It will do him no harm. The day  
of the food fakir has passed.

## TRADE GLEANINGS

Swift & Company have opened their new branch house at Galesburg, Ill.

The Hill Packing Company, Nevada, Mo., has suffered a fire loss of \$50,000.

The seed house of the Farmers' Cotton Seed Oil Mill at Mangum, Okla., has been destroyed by fire.

The C. E. Davis Packing Company is erecting a \$12,000 fertilizer plant at Reedville, Del.

The recently incorporated Greer Fertilizer Company, Greer, S. C., will build a fertilizer-mixing plant.

The Interstate Oil Company, Waxahachie, Tex., has increased its capital stock from \$50,000 to \$60,000.

The Ogden Packing & Provision Company at Ogden, Utah, will increase the size of its cooling room for meats.

The curing department of the J. E. Decker Sons Packing Company at Mason City, Ia., has been damaged by fire.

The Crescent City Stockyards and Slaughterhouse Company contemplate erecting a tripe cannery at New Orleans, La.

The P. D. Livestock Company, Dillon, S. C., has been incorporated with a capital stock of \$10,000 by D. A. McCallum and others.

The Sulzberger Products Company, Jersey City, N. J., has been incorporated with a capital stock of \$1,000,000 by H. A. Black, J. R. Turner and others.

The business of P. J. Probeck, Cleveland, O., has been reorganized and incorporated under the name of the P. J. Probeck Company. The capital stock is \$1,000,000. Mr. Probeck is president, Sam Schrenck vice-president and J. R. Zmunt secretary and treasurer.

### TO MAKE OLEOMARGARINE.

(Continued from page 18.)

colleges have stated that about 65 to 70 degs. Fahr. is the most favorable temperature for souring milk and cream intended for butter, to obtain the best flavor.

Milk prior to souring, and after being thoroughly strained of all impurities in suspension, should be heated to 180 degs. Fahr., which insures its pasteurization in half an hour or so. Then reduce quickly to about 90 degs. Fahr., at which point the ferment is added and the whole constantly agitated until 70 degs. Fahr. has been reached, or, say, 68 degs. Fahr. Then allow it to ferment, keeping the vessels containing the milk tightly covered; not hermetically, however, as there will be gases to form which must have an outlet.

The length of time required to reach the proper degree of acidity depends upon existing conditions. It is claimed that milk, however sweet to the taste and smell, may test a percentage of acidity affecting the ultimate desired percentage. As a rule, from 12 to 16

hours will be sufficient to sour milk to the proper degree. Directions for use of the prepared ferments are given by the manufacturers thereof. When the milk has soured to the proper degree it is ready to churn, which operation occupies about 30 minutes, when it is ready to mix with the other ingredients.

The neutral lard is melted and reduced to 90 to 95 degs. Fahr. by any means the quickest, and then run to the agitator. Then the oleo oil is melted and reduced to 80 to 85 degs. Fahr. and added to the neutral lard in the agitator, and the two ingredients are thoroughly amalgamated. Then the milk is added and the whole well mixed, then run into the graining tank, containing iced water at 36 to 38 degs. Fahr. Salt may be added while mixing the ingredients in the agitator or during the subsequent working process. Probably the first method is the most satisfactory.

As the butterine is drawn from the agitator to the cold water this should be done so that it will spread as much as possible, and be submerged as quickly as possible. To this end it may be pumped through a perforated pipe under the surface of the water, and as fast as it is "grained" it may be taken out and placed in trucks and put in a cooler at 60 degs. Fahr. for about ten to twelve hours, when it is ready to be worked and packed, or made into prints or rolls, as required.

Storage should be at around 40 degs. Fahr., not lower, nor much higher.

A very good formula is as follows: 40 per cent. oleo oil; 35 per cent. neutral lard; 25 per cent. cream. Ordinarily 5 per cent. of salt is sufficient for any formula. In the cheaper grades the following formula may be used: 25 per cent. oleo oil; 30 per cent. neutral lard; 15 per cent. cottonseed oil, and 30 per cent. milk.

These components should run to the agitator in the following order and at the temperatures given, adding the salt at the last,

while mixing the whole. First the cottonseed oil, at about 75 degs. Fahr.; then the lard, at about 95 degs. Fahr.; then the oleo oil, at about 85 degs. Fahr., constantly agitating as the different components are added.

When the oils are well mixed, add the milk at about 60 degs. Fahr., and mix the whole thoroughly for five minutes, with the agitator closed. The mass is then run to the "graining" vat and manipulated as previously stated. Water for graining may be from 36 degs. to 40 degs. Fahr. The "graining" and working room should be held at 60 degs. Fahr. and the storage room around 40 degs. Fahr.

That the proper machinery and a practical butterine maker are quite a help toward the successful manufacture of butterine goes without saying. Conditions are so varied, affecting the procedure in manufacturing this product, that these things are necessary to success. Without experience a written form of instruction is of but little use. You must have a man experienced in butterine making to boss the job.

### PARCELS POST AND MOTOR DELIVERY.

"Althought I am not a prophet, I am quite willing to make one guess as to the effect of the new parcels post law," says C. H. McCausland of the Kissel Kar. "My conviction is that it will cause the early motorizing of all classes of delivery."

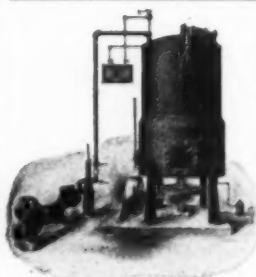
"In the first place, the government itself will use motor trucks to gather and deliver this new class of mail. Horses may be used here and there at first, but it won't be long before their inefficiency will be demonstrated. Then the express companies, in order to compete with the package carrying venture of your Uncle Sam, will try to outdo him in efficient service. That means thousands of more trucks.

"Now with the 'sale by mail' fellows enjoying such rapid delivery advantages, the local dealer to the trade must meet competition with the same sort of enterprise. His watchword must be service and service is a synonym for motor delivery. And with the retailer's pace quickened, the manufacturer and jobber who expect to sell him goods must likewise cut out unnecessary loss of time.

"This motorizing of delivery will bring much wider benefits than the quicker delivery of goods. It means inevitably a speedier realization of national good roads. Thus every one using highways, whether for business or for pleasure, will praise the day that developed the commercial automobile."

Are you a salesman, manager, superintendent, foreman or stock keeper out of a job? Watch page 48 for good openings. Almost every week some packer advertises on that page for a man. Such chances do not remain open long; look them up, it will be worth your while. Or, if you want a position, why not advertise yourself?

### A GREAT IMPROVEMENT Liesinger System of Rendering



Raw Material  
Rendered and  
Dried in One  
Machine.

Economical in  
Operation.

Absolutely  
Sanitary.

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Construction

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**P**ACKERS who buy our **SPECIAL HAM PAPER** for smoked meat wrapping and Lard Liners, get the **GREATEST VALUE** the market offers.

WRITE US FOR PLAIN OR PRINTED SAMPLES

**Hartford City Paper Company**

**- Hartford City, Indiana**

## FOR PURCHASING DEPARTMENTS

### A "BOSS" SCRAPER RECOMMENDATION.

The Nashville Hide and Melting Association of Nashville, Tenn., installed a few months ago a "Boss" hog killing outfit, consisting of "Boss" jerkless hog hoist and "Boss" steel hog scraper. The superintendent of this company, Mr. Chris J. Power, writes The Cincinnati Butchers' Supply Company, manufacturers of these "Boss" machines, as follows: "We are very much pleased with your hog-killing machinery. It is doing satisfactory work." Packers wanting up-to-date machinery can get information by addressing The Cincinnati Butchers' Supply Company.

### FERTILIZER FROM TANK WATER.

The Pacific coast representative of the Swenson Evaporator Company has recently sold a double-effect Swenson evaporator to the California Fertilizer Works, San Francisco, for making fertilizer from tank water. There are a large number of Swenson evaporators on the coast doing this sort of work.

In this connection might be mentioned the fact that the Sullivan Packing Company, Detroit, in rebuilding and modernizing the fertilizer department of the plant, has installed a Swenson double-effect evaporator for tank water.

A 2,000-gallon triple-effect Swenson evaporator for tank water was installed during the spring in the Chicago plant of Sulzberger & Sons Company, followed during the summer by a similar equipment in the Oklahoma plant of the same company. The last mentioned evaporator replaces one of another type which has been in use less than 18 months.

Another equipment for this same purpose was a Swenson Junior sold to the Manila Refining Company, Philippine Islands, for tank water.

### FRICK REFRIGERATING MACHINERY

The following is a list of sales of Eclipse refrigerating machinery made since their last report by the Frick Company, Waynesboro, Pa.:

A. M. Moore, New Windsor Hotel, Hamilton, Bermuda. 400-lb. freezing system, for use in New Windsor Hotel, Hamilton, Bermuda.

Chester Ice & Fuel Co., Chester, S. C. 20-ton improved flooded freezing system and storage piping.

Cornelia Cotton Oil Co., Cornelia, Ga. 15-ton ice plant, with vertical machine, improved flooded freezing system, distilling system and storage piping.

Defender Photo Supply Co., Rochester, N. Y. 150-ton vertical refrigerating compression side, for use in their factory.

Gold Buckle Association, fruit cooling and shipping, Redlands, Cal. Changing present freezing system to improved flooded freezing system, in plant at East Highlands, Cal.

Indianola Ice & Coal Co., Columbus, O. Changing present freezing tank to improved flooded freezing system.

American Ice Co., Baltimore, Md. Ammonia condensers, etc., for Hughes and Henry street plant, Baltimore, Md.

B. Wilson Co., Ltd., provision merchants and ice manufacturers, Victoria, B. C. 57-ton vertical refrigerating machine, 25-ton improved flooded freezing system and 25-ton distilling system.

Lakeland Ice & Refrigerating Co., Lakeland, Fla. Additions to present freezing tank.

Homestead Ice Co., Homestead, Pa. Changing present freezing system to improved flooded freezing system.

Ernest Flach, Comfort Roller Mills, Comfort, Tex. 10-ton improved flooded freezing system and 10-ton distilling system, for use in ice plant.

Savannah Brewing Co., Savannah, Ga. Additional ammonia condensers, etc.

Henderson Ice & Cold Storage Co., Henderson, N. C. 22-ton freezing tank.

Lone Star Ice Factory, Corpus Christi, Tex. 25-ton compression side, with vertical machine, 17½-ton improved flooded freezing system and 15-ton distilling system.

Hoxie & Goodloe, contractors and engineers, Los Angeles, Cal. Changing present freezing system to improved flooded freezing system, also additional ammonia condensers and distilled water cooler.

Bluefield Ice & Cold Storage Co., Bluefield, W. Va. 35-ton ice making plant, with vertical machine freezing system and distilling system.

City of Lake Helen, Fla. 5-ton ice making plant, with vertical machine, improved flooded freezing system, distilling system and storage piping, for use in ice plant.

Sisal Hemp & Development Co., manufacturers of rope and yarn, St. James City, Fla. 6-ton ice making plant, with vertical machine, improved flooded freezing system, distilling system and storage piping, for use in ice factory.

Diamond Ice Co., Dennison, Tex. 30-ton raw water ice plant, with vertical machine, improved flooded freezing system, distilling system and storage piping.

W. H. Constable Co., cold storage and wholesale produce, El Paso, Tex. 6-ton vertical refrigerating machine, for use in cold storage.

Wilson Ice & Fuel Co., Wilson, N. C. 40-ton ice making plant, with vertical machine,

improved flooded freezing system and storage piping.

W. C. Newman, manufacturer of ice and dealer in coal and wood, Farmville, Va. 20-ton vertical ice making machine.

Thompson-Starrett Co., building construction, New York, N. Y. 10-ton vertical refrigerating machine and apparatus, to be installed in Union Central Life Insurance Co. building, Cincinnati, O.

Pittsburgh Cut Flower Co., Pittsburgh, Pa. 10-ton vertical refrigerating machine to be installed in Bakerstown greenhouses, Bakerstown, Pa.

Russ Brothers, manufacturers of ice cream, Harrisburg, Pa. 20-ton vertical refrigerating machine, 10-ton freezing system and storage piping, for use in ice cream factory.

G. A. Wegner Construction & Engineering Co., Rochester, N. Y. 10-ton vertical refrigerating machine and brine cooling system, for Merrill-Soule Co., Syracuse, N. Y., to be installed in milk depot at Union City, Pa.

Snow & Ham, Campbell, Mo. 10-ton ice making plant, with vertical machine, improved flooded freezing system and distilling system.

J. M. Radford Grocery Co., Abilene, Tex. 8-ton vertical refrigerating machine and storage piping, for use in warehouse.

Mollenberg-Betz Machine Co., Buffalo, N. Y. 35-ton vertical refrigerating machine, for use in Gerhard Lang's Meat Storage, Buffalo, N. Y.

Palatka Ice Factory, Palatka, Fla. Ammonia condensers, etc.

Jenkins Arcade Building, Pittsburgh, Pa. Brine lines to refrigerator box.

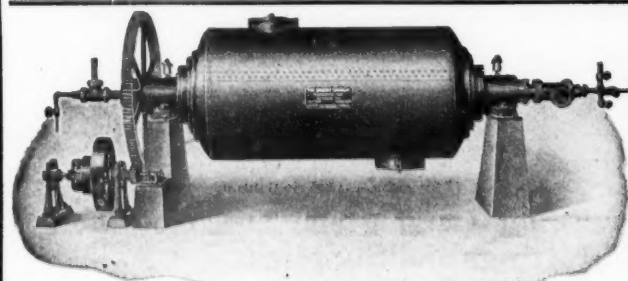
Ray J. Dashbach, florist, Pittsburgh, Pa. Brine coils for refrigerator box in Jenkins Arcade Building, Pittsburgh, Pa.

T. Y. Conner, Tuskegee, Ala. Changing present freezing system to improved flooded freezing system, storage piping, etc.

### SEASON'S GREETINGS FROM "BOSS."

The Cincinnati Butchers' Supply Company wish their friends and patrons a happy and prosperous New Year. They also announce with gratitude that more of their "Boss" machines and appliances, "Beauty" refrigerators and fixtures have been installed in 1912 than any previous year. This proves that the great merits of these machines and fixtures are more and more appreciated by butchers and packers everywhere. The officers of the Cincinnati Butchers' Supply Company extend their thanks for past favors, and as it is impossible for them to shake hands at this time with their friends and customers, they sincerely hope that this greeting will be accepted in the spirit it is given.

NO AGITATING ARMS. NO WEAR ON THE INNER SHELL



The Brecht Rotary Vacuum Dryer.

EQUIPPED WITH SPECIAL STICK FEED  
ABSOLUTELY ODORLESS

## THE BRECHT ROTARY VACUUM DRYER

FOR BLOOD, TANKAGE AND BONES

HAS NO EQUAL FOR ECONOMY IN OPERATING  
AND MAINTENANCE.  
PRODUCES DRY TANKAGE AT ONE-HALF THE COST OF ANY  
OTHER STEAM DRYER MANUFACTURED.

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By-Products Machinery

Manufactured by

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SAN FRANCISCO, 149-149 Main St.  
HAMBURG BUENOS AYRES



# ICE AND REFRIGERATION

## ICE NOTES.

Atkins, Ark.—The Atkins Lumber Company, Little Rock, will install an ice plant.

Roseberg, Ore.—J. C. Alexander contemplates erecting an ice and cold storage plant here.

Baltimore, Md.—L. Eckles & Sons is having plans prepared for an addition to their ice plant.

Karners, N. Y.—An ice house belonging to Armour & Company has been destroyed by fire.

Pocatello, Ida.—Fire destroyed the ice houses of T. B. Smith & Company. Loss, \$10,000.

Augusta, Ga.—The recently incorporated Ellis Ice and Coal Company will establish a 25-ton ice plant.

Mt. Airy, Md.—G. W. Runkles and E. Wagner are promoting the establishment of an ice and electric light plant.

Mineola, Tex.—The Mineola Light and Ice Company is asking for bids on machinery for its new 500-ton ice plant.

Knoxville, Tenn.—The Polar Ice Company has taken over the plants recently operated by Cochran Bros., trustees.

New Orleans, La.—The New Orleans Ice Cream Company is having plans prepared for a one-story addition to its plant.

Washington, D. C.—The Interstate Investment Company has purchased the plant of the White Cross Milk Company, which it will enlarge and operate.

## AVOIDABLE ACCIDENTS IN REFRIGERATING PLANTS.

By Louis Block, New York, N. Y.\*

It is customary to test ammonia piping with air pressures of from 250 to 300 pounds per square inch before charging the system with ammonia. In this an experienced oper-

\*Read before the American Society of Refrigerating Engineers.

ator is apt to meet with an accident, usually termed an explosion, when the air temperature reaches 500 degrees Fahr., which may occur as soon as the pressure has reached 110 pounds. The usual mode of procedure is to lubricate the cylinders in the ordinary manner with mineral oil, which is thereafter to be used in the refrigerating system.

The oil used for this purpose has a low chill point, but also a low flash point. This oil is eventually discharged by the compressor into the piping, where it lodges in some pocket, and finally, when a sufficiently high temperature reaches this pocket, is vaporized and ignited. Great pressure is the result, and the bursting of some pipe or tank in the system is the final consequence.

I have seen a tank 15 inches in diameter by 6 feet long torn away from its pipe connections and thrown on the engine-house floor. I know of an explosion of this description taking place in the pipe system in which sufficient heat was developed to melt out all the lead joints and lead gaskets between the compressors and the condenser. I know of a man being thrown across the engine room when a pipe gave way and air of very high pressure was discharged into the room.

I advise lubricating the inside of the compressor cylinder by covering the cylinder walls with a very thin coating of lard oil, using the hand to apply it; then compressing up to 100 pounds and stopping long enough to allow the compressor to cool; then running up to 150 pounds, and again stopping to let the compressor cool. After this the compressor should be operated at a slow speed and stopped as soon as the discharge pipe becomes so hot as to make it impossible to keep one's hand on it for a period of a minute. Such procedure will positively eliminate accidents due to explosions while testing with air.

The breaking of a liquid-conveying pipe is an accident likely to happen with pipes smaller than 1½ inch. First, because these pipes are butt-welded, and, second, because they are often bent instead of being made up with elbows. Bending the pipe may crack it or open a seam. It receives an accidental knock while filled with ammonia under pressure and breaks. To prevent this, use no long lengths of ½-inch pipe in refrigerated rooms, and, whatever pipe is used, secure it close to the wall or to another pipe where it is least likely to be accidentally struck.

Leaks in an engine house due to the breaking of a pipe, flange or fitting, or due to any other cause, may be an ordinary occurrence without any other consequence than the loss of ammonia. If, however, there are arc lights, gas lights, or any other open flame, present, such leaks, if they are sufficiently large, may cause a serious accident. The mixture of ammonia, volatile impurities, oil vapor and hydrogen gas, resulting from dissociation of ammonia, filling the entire engine room, coming in contact with an open flame, may ignite and fill the entire engine room for a few seconds with fire, and most likely kill those present. Such accidents can positively be prevented by using none but incandescent lamps.

The breaking of compressors may be due either to leaving the stop valve in the discharge pipe shut when starting up, or to dropping a valve into the compressor. The former, due to carelessness on the part of the operating engineer in leaving the valve on the discharge pipe shut when starting up the machine, may be guarded against by having a by-pass, including a safety valve, connected from a point between the compressor and the stop valve on the discharge pipe to some point in the suction pipe.

The latter class of accidents, due to the

## ICE ELEVATORS AND CONVEYORS FOR HOUSING ICE

Only way to Harvest Crop Economical Efficient

No Idle Men Let us submit estimate

Our 1913 Catalog New ready Send for Copy

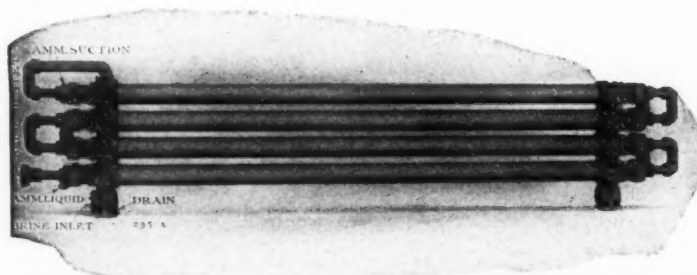


Best Quality ICE TOOLS

Gifford Wood Co.

HUDSON, N. Y. CHICAGO, ILL.

## Frick Triple Pipe Brine Cooler



For a full description of our Triple Pipe Brine Coolers, write for Catalog and Discount Sheet on Ammonia Fittings and Supplies.

FRICK COMPANY

WAYNESBORO, PA.

## PURITY IS ESSENTIAL IN AMMONIA

For nothing will reduce the profits of your plant so surely as Ammonia laden with organic impurities.

## BOWER BRAND ANHYDROUS AMMONIA

is made from pure Aqua Ammonia of our own production, thoroughly refined and purified. **Send for Free Book**

**HENRY BOWER CHEMICAL MANUFACTURING CO., 29th St. and Gray's Ferry Road, Philadelphia, Pa.**

### B. B. AMMONIA may be obtained from the following:

ATLANTA: Manufacturers' Warehouse Co.  
BALTIMORE: Joseph S. Wernig Transfer Co.  
BOSTON: 120 Milk St., Chas. P. Duffee.  
BUFFALO: Keystone Transfer Co., Ruckel & Son.  
CHICAGO: F. C. Schapper, Westerlin & Campbell Co.  
CINCINNATI: The Burger Bros. Co.  
CLEVELAND: General Cartage & Storage Co., Henry Bollinger.  
DETROIT: Riverside Storage & Cartage Co., Newman Bros., Inc.  
DENVER: Denver Transit & Warehouse Co.  
DALLAS: Oriental Oil Co.  
EL PASO: El Paso Storage Warehouse Co.  
FORT WORTH: Western Warehouse Co.  
HAVANA: O. B. Cintae.  
HOUSTON: Texas Warehouse Co.  
INDIANAPOLIS: Railroad Transfer Co.  
JACKSONVILLE: St. Elmo W. Acosta.  
KANSAS CITY: Crutcher Warehouse Co.  
LIVERPOOL: Peter R. McQuile & Son.  
LOS ANGELES: United Iron Works.  
LOUISVILLE: Louisville Public Warehouse Co.  
MILWAUKEE: Central Warehouse.  
MEMPHIS: Patterson Transfer Co.  
MEXICO, D. F.: Ernst O. Heinadorf.  
NEWARK: Brewers' & Bottlers' Supply Co.  
NEW ORLEANS: Chas. F. Rantz.  
NEW YORK: Roessler & Hasslacher Chemical Co., Shipley Construction & Supply Co.  
NORFOLK: Nottingham & Wrenn Co.  
OKLAHOMA CITY: O. K. Transfer & Storage Co.  
PITTSBURGH: Pennsylvania Transfer Co.  
PROVIDENCE: Rhode Island Warehouse Co.  
ROCHESTER: Shipley Construction & Supply Co.  
SALT LAKE CITY: Utah Soap Co.  
ST. LOUIS: Pillsbury-Becker Engineering & Supply Co.  
ST. PAUL: R. B. Whitacre & Co.  
SAN ANTONIO: Oriental Oil Co.  
SAN FRANCISCO: United Iron Works.  
SAVANNAH: Benton Transfer Co.  
SPOKANE: United Iron Works.  
SEATTLE: United Iron Works.  
TOLEDO: Moreton Truck & Storage Co.  
WASHINGTON: Littlefield, Alvord & Co.

dropping of a valve, is usually due to crystallization of the material of which the valve is made. To prevent this, use valves having hollow stems wherever possible. Anneal the valves every year and throw them away after they have been in use five years.

The breaking of governor belts may be the cause of the breaking of crossheads, steam cylinders, and even flywheel, sometimes wrecking entire plants. Every governor is, or should be, equipped with a safety stop. If this is used, the breaking of the governor belt will do no harm, as the engine will simply come to a stop.

The breaking of crossheads in steam engines is usually due to water in the cylinder, and usually takes place when the piston is nearing the forward end of the cylinder. The cylinder head supported by the crosshead guide is stronger than the crosshead and the crosshead parts. To prevent this, superheat the steam or install an efficient steam separator close to the engine.

In a case of "freezing" of the connecting-rod brasses to the crankpin, which I have seen happen in a vertical machine, the connecting-rod bent to such an extent that on its down-stroke the piston hit the bottom of the cylinder, simply because the crankpin was not sufficiently lubricated.

A number of rules which I have adopted are:

Don't use a compressor which has been used for ammonia compression, for compressing air.

Don't caulk a fitting while it is under ammonia pressure.

Don't stand in front of a gauge-glass when you open the gauge cocks.

Don't stand in front of a steam cylinder or compressor unless it is absolutely necessary.

All of these accidents, or at least the serious consequences, are preventable, and it should be the aim of every refrigerating engineer to do what he can towards preventing them.

### NEW FISH-PRESERVING PROCESS.

The Henderson process of fish-preserving, by the use of low temperatures without the necessity for packing in ice for transport, has been under demonstration recently in Leadenhall Market, says Ice & Cold Storage of London. No chemicals of any kind are employed in the process, which occupies about six hours, and practically costs nothing

beyond the expense of running the refrigerating plant.

First of all the fish is placed in a cooling chamber and slowly brought down to a temperature of 32 degs. F.; this part of the process takes about two hours. Its purpose is to extract the specific (or latent) heat of the fish. This having been completely removed, the fish is plunged into a tank of sea water, fortified by the addition of 15 per cent. of salt. The purpose of the added salt is to prevent the bath from freezing at the extremely low temperature—11 degs. F., or 21 degs. below freezing point—to which the bath is reduced. At the same time, the water is kept in rapid motion by means of an electrically driven pump, which draws off the water through one pipe and drives it back through another.

During its passage the water passes through a filtering chamber charged with willow charcoal and nodules of coke. This filtering is important. Fish in its natural state contains certain noxious gases, the liberation of which, on a hot summer's day, makes the vicinity of even the smartest and best-kept fishmonger's shop unpleasantly redolent.

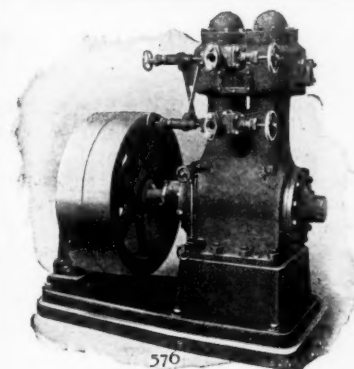
In the new process, on the other hand, the noxious gases pass into the icy brine, to be extracted therefrom in turn by the willow charcoal, which has the faculty of absorbing ninety times its own volume of gas.

It might be supposed that the saltiness of the bath would impart too salt a taste to the fish; but this is not so, because the extreme cold seals up the pores of the fish, producing a sort of enveloping film, while killing the germs which crowd the surface of the fish.

After four hours the fish are removed from the tank, and then, besides preserving their fresh appearance, as well as their resilience, they are impervious to decay for anything from a week to a fortnight—perhaps longer.

Mr. Henderson says he has kept fish treated in this way for a fortnight in hot Australian weather. He has sent a consignment to America, and is awaiting the report as to its condition on arrival. He points out that the cost of bringing fish from Aberdeen, say, to London, is something like £3 15s. per ton, of which, roughly, one quarter represents ice; in other words, 17s. 6d. is paid for the carriage of the ice. If, therefore, fish can be treated in this manner at the port of landing, a great saving in cost, as well as improvement in quality, would be experienced. We have not, however, says Ice & Cold Storage, gathered how the process would result in the case of fish which have to travel a long distance in ice before reaching port.

WATCH PAGE 48 FOR BARGAINS.



SIZES—8 to 17 Tons

## YORK ICE MACHINES

comprise all sizes and types of the ammonia compression and absorption systems of ice-making and refrigeration.

Our enclosed types are made with engine or for belt drive—single cylinder 1/4 to 6 tons; double cylinder 8 to 17 tons. Bulletin 42.

Our single column open types, with engine, or for belt drive—single cylinder 1 1/4, 3 and 6 tons; double cylinder 8, 10, 20 and 30 tons. Bulletin 26.

### York Manufacturing Co.

Largest Ice Machine Manufacturers in the World

Main Office and Works: YORK, PA.

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Direct from Producer to Consumer

# TANKAGE BONES CRACKLINGS

As we use the above articles in the manufacture of our finished goods, we are constantly in the market for them at top prices. Having no traveling buyer's salary or expense we pay the highest prices for

TALLOW, GREASE, HIDES, SKINS, HAIR, HOOFS, ETC.

WHAT HAVE YOU TO OFFER?

## DARLING & COMPANY

FOUNDED 1881

4250 ASHLAND AVE.

UNION STOCK YARDS, CHICAGO

BUYERS OF EVERYTHING IN THE OFFAL LINE

### CHICAGO FERTILIZER MARKET.

(Special Letter to The National Provisioner from The Davidson Commission Co.)

Chicago, December 26.—The situation on animal ammoniates has been only moderately active the past week, the holiday season interfering with trade to some extent. Packers' sales are reported from \$2.35 and 10c. to \$2.37 and 10c. for prompt regular ground tankage, and \$2.55 to \$2.57½ for blood prompt, with some business doing in January and forward deliveries at 2½ to 5c. per unit monthly advance. Producers are showing some anxiety to move their output, and unless the demand improves decidedly after the turn of the year, it looks as if there would be no considerable advance in price such as has been expected and talked of for months past. The lower grades are also offered at about unchanged prices, \$2.30 and 10c. for both, 8 and 20, and 6½ and 35 ground tankage, while 7 and 10 is offered at \$15.50 per ton, also for prompt shipment.

The New Year is expected to bring a better demand and somewhat stronger prices, particularly as cottonseed ammoniates, fish scrap and other imported ammoniates are all said to be closely sold up and bringing higher prices relatively than the domestic animal ammoniates, and this feature may cause a material change in the situation when manufacturers and mixers of commercial fertilizer are compelled to supply their final requirements for the season. (Complete quotations on page 37.)

### GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, December 26.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs. ave., 12@12½c.; 10@12 lbs. ave., 12c.; 12@14 lbs. ave., 11¾@11¾c.; 14@16 lbs. ave., 11¾@11¾c.; 18@20 lbs. ave., 11¾@11¾c. Sweet pickled,

8@10 lbs. ave., 13@13½c.; 10@12 lbs. ave., 12¾@13c.; 12@14 lbs. ave., 12¾@12¾c.; 14@16 lbs. ave., 12¾@12¾c.; 18@20 lbs. ave., 12¾@13c.

Skinned Hams—Green, 14@16 lbs. ave., 12½@12½c.; 16@18 lbs. ave., 12½@12½c.; 18@20 lbs. ave., 12½@12½c.; 22@24 lbs. ave., 11¾@11¾c. Sweet pickled, 14@16 lbs. ave., 12½@12½c.; 16@18 lbs. ave., 12½@12½c.; 18@20 lbs. ave., 12½@12½c.; 22@24 lbs. ave., 11¾@11¾c.

New York Shoulders—Green, 10@12 lbs. ave., 9¾c. Sweet pickled, 10@12 lbs. ave., 10c.

Picnic Hams—Green, 5@6 lbs. ave., 9¾@9¾c.; 6@8 lbs. ave., 9@9¼c.; 8@10 lbs. ave., 9c.; 10@12 lbs. ave., 8¾@9c. Sweet pickled, 5@6 lbs. ave., 9¾@9¾c.; 6@8 lbs. ave., 9½@9¾c.; 8@10 lbs. ave., 9½c.; 10@12 lbs. ave., 9¾c.

Clear Bellies—Green, 6@8 lbs. ave., 13@13¼c.; 8@10 lbs. ave., 12¾c.; 10@12 lbs. ave., 12¾@12½c.; 12@14 lbs. ave., 12½@12½c. Sweet pickled, 6@8 lbs. ave., 13c.; 8@10 lbs. ave., 12½c.; 10@12 lbs. ave., 12½c.; 12@14 lbs. ave., 12c.

### CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Dec. 26.—Latest quotations on chemicals and soapmakers' supplies are as follows: 74 per cent. caustic soda, \$1.65@1.70 basis 60 per cent.; 76 per cent. caustic soda, \$1.65@1.70 basis 60 per cent.; 60 per cent. caustic soda, \$1.90 per 100 lbs.; 98 per cent. powdered caustic soda in bbls., 2½@2¾c. per lb.; 58 per cent. soda ash, 85@90c. per 100 lbs. basis 48 per cent.; 48 per cent. carbonate soda ash, \$1 per 100 lbs.; tale, 1¼@1¾c. per lb.; silic, \$15@20 per ton of 2,000 lbs.; marble flour, \$7.50 per ton of 2,000 lbs.; silicate soda, 90c. per 100 lbs.; borax 4¾c. per lb.; chloride of lime in casks, \$1.50 per 100 lbs., and in bbls. 2c. per lb.; carbonate of potash, 4@4½c. per lb.; electrolytic caustic potash, 90@92 per cent., at 4¾@5c. per lb.

Genuine Lagos palm oil in casks, 7@7¼c.

per lb.; clarified palm oil in bbls., 7½c. per lb.; prime red palm oil in casks, 6½@6¾c. per lb.; prime palm kernel oil in casks about 1,200 lbs. 9c. per lb.; green olive oil, 78c. per gal.; yellow olive oil, 87½@90c. per gal.; green olive oil foots, 7½@7¾c. per lb.; peanut oil, 65@75c. per gal.; Ceylon coconut oil, 9¼@9¾c. per lb.; Cochin coconut oil, 10½@10¾c. per lb.; cottonseed oil, 6½@6¾c. per lb.; corn oil, 5.85c. per lb. to 6c. per lb.; soya bean oil, 6@6¼c. per lb.

Prime city tallow, 6¼c. per lb.; oleo stearine, 10@10½c. per lb.; house grease, 5½@6c. per lb.; brown grease, 5½@5¾c. per lb.; yellow packer's grease, 6@6¼c. per lb.

### OLEO OIL AND NEUTRAL LARD.

(Special Report to The National Provisioner.)

New York, December 26.—Business in provisions has been steady during the past week, with values at this time slightly above the same time last week. Hog arrivals are light, but quality is improving. We have had a quiet week in Oleo oil owing to the holidays. Stocks are very light and production is barely equal to the demand. Europe bought round lots of neutral lard at the low prices ruling during the past week, and the market has become stronger, stocks having been fairly well closed out. Europe could use large quantities of cotton oil, but will not pay values ruling on this side, preferring to use competing oils at lower figures.

### LIVESTOCK AND BEEF EXPORTS.

Exports of livestock and dressed beef from United States and Canadian ports for the week ending December 21, 1912, are reported by Williams & Terhune as follows:

Port.	Cattle.	Sheep.	Beef.
From New York .....	—	—	—
From Boston .....	—	—	—
From Philadelphia .....	—	—	—
From Baltimore .....	—	—	—
From Montreal .....	—	—	—
Total .....	—	—	—
Total last week .....	100	—	—



# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### Futures Firmer—Hog Receipts Lighter—Hog Prices Firmer—Lard Exports Free—Product Distribution Fair.

The feature of the provision market during the past week has been the improvement in values of both futures and hogs. The improvement has not been marked, but it has been fairly steady, and it has been coincident with a considerable falling off in the primary movement of hogs. This falling off is ascribed by some to the weather conditions and the season, but in the main it is attributed to the fact that the price had declined quite sharply, and there was a disposition in the country to hold until after the holidays.

The receipts of hogs the current week have been quite small. On Monday the total was only about 71,000, and on Tuesday about 60,000, with hog prices generally showing improvement. The prevailing price of hogs is just about the same as it was the latter part of the previous week, but is fully  $1\frac{1}{4}$ c. over last year. The distribution of hog product has been quite good, and the exports of lard in particular are excellent. The shipments the past week were just a little short of 12,000,000 lbs., and the decrease since Nov. 1, compared with the enormous movement of last year, has been 15,000,000 lbs. The export movement of meats is, however, comparatively light. The total for the week was only a little over  $5\frac{1}{2}$  million lbs., and the total has decreased since Nov. 1 12,571,000 lbs. compared with last year.

Advices from the West indicate that there has been rather more interest in the market, and a fair demand for cash product. A comparative slackening of business was expected, however, until after the holidays, and demand the past few days is reported less urgent. Distributors were reported fairly well supplied for the time being, and disposed to hold off, on further commitments, until after the opening of the new year. The quality of the hogs is fairly well maintained. The dressed meat trade is absorbing a fair proportion of

the kill, so that the amount of manufactured product is still comparatively moderate. Lard has been made in good quantities, and a moderate proportion is reported being placed in tanks.

The feeling regarding the forward deliveries is somewhat mixed. January and May lard are practically on a parity, which is the case in ribs, and May pork prices are less than 25c. per bbl. over the January. This indicates that the trade is uncertain and rather inclined to look for no carrying charge between January and May. There is as yet nothing clear as to the probable supply of hogs; the heavy movement of the early part of this month was followed by a lighter movement so quickly that there has been a considerable reversion of feeling as to the number of hogs which the country has to sell. The sudden development of a hog movement of 100,000 to 150,000 per day was largely responsible for the break in product values the early part of the month, and the disappearance of the nearby premiums. Recently the movement has been from 100,000 down to about 60,000 daily, barely half of the heavy daily movement earlier in the month.

If the movement is not to keep up in a large volume, the product will, of course, be materially lessened, and prices will be governed correspondingly. The market for prime steers has recently fallen off quite sharply, and the top quotations have been below 10c. at Chicago for some days. This is a decline of over a cent a pound, and the average price of cattle is also lower. The market, however, is still high, and the demand for product is, of course, influenced by the prices for other meats.

There has recently been considerable speculation as to the influence of the compound-lard output this year on the price of Western lard. Argument has been made that the high price for seed will mean a comparatively large per cent. of crush, and also a comparatively large output of oil. The exports of oil are,

so far this season, behind last year, and this naturally means a greater available supply for domestic uses. If such proves to be the case the supply will be quite an important factor in influencing the distribution of Western lard.

Compared with a year ago prices for lard are only  $\frac{1}{2}$ @ $\frac{3}{4}$ c. per lb. higher, while ribs are from 1@ $1\frac{1}{2}$ c. higher, and pork is \$2.25@2.50 per bbl. over last year. Prices a year ago were comparatively low, and were influenced by the very heavy movement of hogs which, as well known, kept up right through the season. Prices for hogs a year ago were about  $1\frac{1}{4}$ c. lower than the prevailing prices, while feed stuffs were anywhere from twenty to forty per cent. higher than at present. This may have influenced the heavy marketing of hogs, while this year the low-priced feed stuffs will naturally make for increasing supplies as the season advances.

**LARD.**—The market has been quiet and steady this week, with prices showing but little change and the trading in limited amounts. City steam, \$10; Middle West, \$10.15@10.25; Western, \$10.45; refined Continent, \$10.80; South American, \$11.70; Brazil, kegs, \$12.70; compound lard,  $7\frac{1}{2}$ @ $7\frac{3}{4}$ c.

**PORK.**—Prices have been very steady, with a small jobbing trade. Mess is quoted at \$19@19.25; clear, \$22.25@24.25; family, \$22.50@23.

**BEEF.**—Prices are very firm for all grades and supplies are not increasing. Quoted: Family, \$24@25; mess, \$20@21; packet, \$22@23; extra India mess, \$40@41.

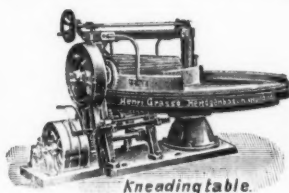
SEE PAGE 39 FOR FRIDAY'S MARKETS.

### EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to Tuesday, December 24, 1912:

**BACON.**—Abo, Russia, 18,632 lbs.; Amsterdam, Holland, 50,782 lbs.; Antwerp, Belgium, 27,380 lbs.; Bremen, Germany, 55,215 lbs.; Bergen, Norway, 13,888 lbs.; Cadiz, Spain, 6,477 lbs.; Christiania, Norway, 6,444 lbs.; Dominica, W. I., 3,000 lbs.; Drontheim, Norway, 79,415 lbs.; Genoa, Italy, 185,000 lbs.; Glasgow, Scotland, 395,583 lbs.; Gibraltar,

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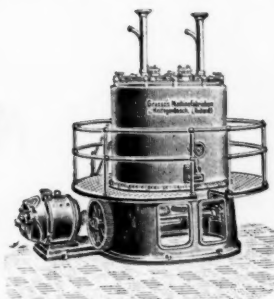
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Spain, 32,163 lbs.; Hamburg, Germany, 59,210 lbs.; Havana, Cuba, 33,007 lbs.; Hamilton, W. I., 4,569 lbs.; Liverpool, England, 1,191,855 lbs.; London, England, 5,393 lbs.; Marseilles, France, 33,109 lbs.; Manaoas, Brazil, 34,120 lbs.; Matanzas, Cuba, 7,300 lbs.; Naples, Italy, 3,082 lbs.; Palermo, Sicily, 12,928 lbs.; Rotterdam, Holland, 180,518 lbs.; Santiago, Cuba, 8,500 lbs.; Trieste, Austria, 15,915 lbs.

HAMS.—Amsterdam, Holland, 8,235 lbs.; Antwerp, Belgium, 42,525 lbs.; Barcelona, Spain, 9,782 lbs.; Colon, Panama, 14,420 lbs.; Christiansted, Dan. W. I., 1,375 lbs.; Dominica, W. I., 6,179 lbs.; Demerara, British Guiana, 1,896 lbs.; Glasgow, Scotland, 108,080 lbs.; Guadeloupe, W. I., 8,276 lbs.; Hamilton, W. I., 24,357 lbs.; Havana, Cuba, 46,713 lbs.; Kingston, W. I., 8,629 lbs.; Liverpool, England, 557,984 lbs.; Monrovia, Africa, 1,388 lbs.; Manaoas, Brazil, 14,993 lbs.; Matanzas, Cuba, 8,911 lbs.; Nassau, W. I., 8,952 lbs.; Port au Prince, W. I., 5,689 lbs.; Port Cabello, Venezuela, 34,536 lbs.; Santiago, Cuba, 5,413 lbs.; Savanilla, Colombia, 704 lbs.; Southampton, England, 114,010 lbs.; Tampico, Mexico, 3,789 lbs.; Vera Cruz, Mexico, 3,393 lbs.

LARD.—Aberdeen, Scotland, 24,695 lbs.; Amsterdam, Holland, 11,305 lbs.; Antwerp, Belgium, 666,279 lbs.; Baranquilla, Colombia, 4,350 lbs.; Barcelona, Spain, 12,500 lbs.; Bremen, Germany, 60,800 lbs.; Bremerhaven, Germany, 4,400 lbs.; Cologne, Germany, 39,000 lbs.; Christiansted, Dan. W. I., 6,909 lbs.; Colon, Panama, 11,105 lbs.; Cartagena, Colombia, 16,153 lbs.; Cienfuegos, Cuba, 248,598 lbs.; Copenhagen, Denmark, 20,616 lbs.; Christiania, Norway, 15,309 lbs.; Dominica, W. I., 19,602 lbs.; Demerara, British Guiana, 10,000 lbs.; Dantzig, Germany, 12,317 lbs.; Gibraltar, Spain, 25,400 lbs.; Glasgow, Scotland, 162,691 lbs.; Guadeloupe, W. I., 6,600 lbs.; Hamburg, Germany, 772,849 lbs.; Havana, Cuba, 160,821 lbs.; Hamilton, W. I., 9,624 lbs.; Kingston, W. I., 7,548 lbs.; Liverpool, England, 1,031,207 lbs.; London, England, 543,283 lbs.; Manchester, England, 15,400 lbs.; Manaoas, Brazil, 25,252 lbs.; Matanzas, Cuba, 2,280 lbs.; Marseilles, France, 21,200 lbs.; Naples, Italy, 12,300 lbs.; Nassau, W. I., 15,131 lbs.; Palermo, Sicily, 7,274 lbs.; Port Cabello, Venezuela, 6,233 lbs.; Port au Prince, W. I., 106,376 lbs.; Port Limon, C. R., 5,000 lbs.; Rotterdam, Holland, 840,648 lbs.; Riga, Russia, 41,776 lbs.; Southampton, England, 101,453 lbs.; Sierre

Leone, Africa, 1,545 lbs.; Savanilla, Colombia, 46,676 lbs.; Singapore, Straits Settlements, 26,626 lbs.; Santiago, Cuba, 11,586 lbs.; Tenerife, Canary Islands, 9,800 lbs.; Trieste, Austria, 92,000 lbs.; Tumaco, Colombia, 2,871 lbs.; Vera Cruz, Mexico, 47,287 lbs.

LARD OIL.—Antwerp, Belgium, 5 bbls.;

Genoa, Italy, 75 bbls.; Hamburg, Germany, 30 bbls.

PORK.—Christiansted, Dan. W. I., 21 bbls.;

Dominica, W. I., 63 bbls., 15 tes.; Glasgow, Scotland, 50 bbls.; Guadeloupe, W. I., 20½ bbls.; Hamburg, Germany, 25 bbls.; Hamilton, W. I., 13½ bbls.; Kingston, W. I., 6 bbls.; Liverpool, England, 125 pa., 47 tes.;

Donlon, England, 10 bbls.; Manaoas, Brazil, 28 bbls.; Nassau, W. I., 71 bbls.; Port au Prince, W. I., 163 bbls.; St. Johns, N. F., 379 bbls.

SAUSAGE.—Antwerp, Belgium, 25 pa.;

Dominica, W. I., 7 cs.; Havana, Cuba, 33 pa.;

Port au Prince, W. I., 20 pa.

#### EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to Tuesday, December 24, 1912:

BEEF.—Bremen, Germany, 35 bbls.; Christiansted, Danish W. I., 40 bbls.; Cayenne, French Guiana, 12½ bbls.; Colon, Panama, 44 bbls.; Christiania, Norway, 50 bbls.; Dominica, W. I., 71 bbls.; Gijon, Spain, 18 tes.; Glasgow, Scotland, 25 tes.; Hamburg, Germany, 125 bbls.; Hamilton, W. I., 20 bbls., 6½ tes.; Kingston, W. I., 12½ bbls.; Liverpool, England, 50 pa., 10 bbls.; Nassau, W. I., 53 bbls.; Port au Prince, W. I., 25 bbls.; Rotterdam, Holland, 15 bbls.; St. Johns, N. F., 180 bbls.; Valencia, Spain, 20 tes.

FRESH MEAT.—Hamilton, W. I., 11,504 lbs.; Liverpool, England, 93,128 lbs.; Tampico, Mexico, 1,002 lbs.

OLEO OIL.—Antwerp, Belgium, 5 tes.; Colon, Panama, 4,050 lbs.; Glasgow, Scotland, 25 tes.; Liverpool, England, 16 tes.; London, England, 514 tes.; Rotterdam, Holland, 275 tes.

OLEOMARGARINE.—Christiansted, Danish W. I., 4,865 lbs.; Colon, Panama, 2,572 lbs.; Dominica, W. I., 14,565 lbs.; Guadeloupe, W. I., 5,000 lbs.; Hamilton, W. I., 3,650 lbs.; Kingston, W. I., 1,200 lbs.; Nassau, W. I., 3,075 lbs.; Port au Prince, W. I., 4,700 lbs.; Port Limon, C. R., 1,200 lbs.; Santiago, Cuba, 2,400 lbs.

TALLOW.—London, England, 65,716 lbs.; Port au Prince, W. I., 10,710 lbs.

#### EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to foreign ports for the week ending Thursday, December 19, 1912, as shown by Williams & Terhune's report, are as follows:

Steamer and Destination.	Cake.	Oil.	Cottonseed.	Bacon and Butter.	Hams.	Tallow.	Beef.	Pork.	Lard.
	Bags.	Bbls.	Pkgs.	Boxes.	Pkgs.	Pkgs.	Pkgs.	Bbls.	Tcs. and Pkgs.
Baltic, Liverpool .....	325	.....	1652	.....	35	95	412	5304	
Caronia, Liverpool .....	350	.....	422	259	25	25	918	4300	
Mauretania, Liverpool .....	.....	.....	553	.....	25	.....	245	1650	
Minnetonka, London .....	330	.....	14	.....	10	75	210	11365	
St. Paul, Southampton .....	100	.....	233	.....	.....	.....	25	650	
Oceanic, Southampton .....	.....	.....	.....	.....	.....	.....	.....	100	
Francisco, Hull .....	45	.....	536	.....	10	65	478	3391	
Caledonia, Glasgow .....	350	.....	782	.....	10	.....	150	.....	
Noordam, Rotterdam .....	17919	2150	.....	415	.....	10	5	1785	10045
Campanello, Rotterdam .....	7537	.....	.....	.....	150	.....	.....	.....	
Etonia, Antwerp .....	17250	.....	.....	.....	.....	.....	.....	.....	
Finland, Antwerp .....	8451	.....	.....	684	15	70	160	797	7210
Friedrich der Grosse, Bremen .....	275	.....	.....	125	.....	80	.....	850	
Chicago, Havre .....	600	.....	.....	45	.....	.....	375	2215	
Roma, Marseilles .....	2600	.....	.....	25	.....	.....	10	100	
Buenos Ayres, Spanish Ports .....	.....	.....	.....	.....	.....	.....	.....	100	
Total .....	51432	6850	.....	5486	424	275	425	5405	47280

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CANNED MEAT.—Christiansted, Danish W. I., 66 cs.; Dominica, W. I., 25 cs.; Glasgow, Scotland, 181 cs.; Hamilton, W. I., 400 cs.; Havana, Cuba, 53 pa.; Kingston, W. I., 132 cs.; Liverpool, England, 132 pa., 435 cs.; London, England, 2,470 cs.; Manaoas, Brazil, 595 pa.; Matanzas, Cuba, 40 cs.; Marseilles, France, 50 cs.; Nassau, W. I., 215 pa.; Port Cabello, Venezuela, 61 lbs.; Singapore, Straits Settlement, 92 cs.; Tampico, Mexico, 13 cs.; Vera Cruz, Mexico, 116 cs.

#### BUFFALO MEAT IN MARKET

Reports from Kansas City state that last week for the first time in nearly twenty years, and probably for the last time, live buffaloes were offered at the Kansas City Stock Yards. Old-time rangers and cattle dealers were transported back to the days of the pathfinders. Two buffalo bulls and five cows were shipped into the yards.

The seven animals were slaughtered at the Swift plant, but not by the usual manner of a thump in the head. Their throats were deftly slashed lengthwise, so the heads might be preserved and mounted. A special meat inspection permit had to be secured from Washington, as buffalo are not mentioned in the meat law or regulations.

#### EXPORTS OF PROVISIONS

Exports of hog products for the week ending December 21, 1912, with comparative tables:

PORK, BBLs.			
To—	Week ending Dec. 21, 1912.	Week ending Dec. 23, 1911.	From Nov. 1, '12, to Dec. 21, 1912.
United Kingdom...	265	665	2,394
Continent .....	425	1,015	1,725
So. & Cen. Am. ....	451	624	2,919
West Indies .....	696	1,456	7,731
Br. No. Am. Col. ....	44	651	2,448
Other countries .....	.....	24	7
Total .....	1,911	4,495	17,224

MEATS, LBS.			
United Kingdom...	3,872,275	4,457,100	29,654,250
Continent .....	1,070,475	406,800	5,675,650
So. & Cen. Am. ....	55,300	248,925	1,001,975
West Indies .....	199,075	401,400	1,601,575
Br. No. Am. Col. ....	.....	6,000	20,400
Other countries .....	.....	18,750	962,400
Total .....	5,227,125	5,541,025	38,916,250

LARD, LBS.			
United Kingdom...	4,806,156	3,872,900	26,596,841
Continent .....	4,537,920	6,439,825	28,757,088
So. & Cen. Am. ....	648,000	467,500	4,126,000
West Indies .....	1,695,500	1,569,800	9,028,500
Br. No. Am. Col. ....	10,370	8,610	42,344
Other countries .....	.....	51,500	365,250
Total .....	11,787,946	12,410,135	68,916,323

#### RECAPITULATION OF THE WEEK'S EXPORTS.

	Pork, bbls.	Meats, lbs.	Lard, lbs.
New York .....	1,429	3,640,925	7,114,600
Boston .....	132	856,200	1,296,346
Philadelphia .....	.....	52,000	100,000
New Orleans .....	350	80,000	1,494,000
Mobile .....	.....	40,000	1,200,000
St. John, N. B. ....	.....	34,000	200,000
Portland, Me. ....	.....	494,000	374,000
Total .....	1,911	5,227,125	11,787,946
Previous week .....	2,514	5,734,925	13,120,049
Two weeks ago .....	3,674	6,710,600	9,572,295
Cor. week last y'r ..	4,495	5,541,025	12,410,135

#### COMPARATIVE SUMMARY OF EXPORTS.

	From Nov. 1, '12, to Dec. 21, '12.	Same time last year.	Decrease.
Pork, lbs. ....	3,444,800	3,956,200	511,400
Meats, lbs. ....	38,916,250	50,976,215	12,059,965
Lard, lbs. ....	68,916,323	84,234,639	15,318,316

#### OCEAN FREIGHTS.

	Liverpool.	Glasgow.	Hamburg.
	Per Ton.	Per Ton.	Per 100 lbs.
Beef, per tierce .....	20/	22/6	@32c.
Oil Cake .....	20/	23c.	@27c.
Bacon .....	20/	22/6	@32c.
Lard, tierces .....	20/	22/6	@32c.
Cheese .....	25/	30/	@50c.
Canned meats .....	20/	22/6	@32c.
Butter .....	30/	30/	@50c.
Tallow .....	20/	22/6	@32c.
Pork, per barrel .....	20/	22/6	@32c.

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# TALLOW, STEARINE, GREASE and SOAP,

## WEEKLY REVIEW

**TALLOW.**—As was to be expected, the market during the week was a quiet affair with little change in any direction. The year-end holidays lessened the disposition to trade. Business for the most part was in small, scattered quantities at quotations unchanged from those which prevailed during the preceding week. In instances where manufacturers had allowed stock to become depleted, it became necessary to replenish, but the buying movements were short lived. Somewhat more was heard of the tendency of supplies to increase, although comparatively few believe that stocks would assume large enough proportions to cause depression in the price list in the immediate future.

The holidays abroad have been even of longer duration than our own and practically no bids were received by American interests. However, even preceding Christmas, the inquiry from the other side was perfunctory. Some authorities have been disposed to view the market more hopefully with the favorable progress toward the settlement of the Balkan dispute, but it is asserted that the aftermath of this is yet to be felt and to some extent is now showing in the tightness of money and greater caution. Sentiment in general seems to be rather confused, but it is noteworthy that where opinions are expressed, conservatism is suggested rather than pessimism.

Prime city tallow was quoted at  $6\frac{1}{2}$ ¢@ $\frac{1}{4}$ ¢; city specials at 7¢, and country tallow at  $6\frac{1}{4}$ ¢@7¢, according to quality.

**OLEOSTEARINE.**—The volume of business during the last several days has been negligible. Holders have been somewhat steadier on the basis of 10¢, but it has been intimated that 9½¢ would be accepted. No special buying power is discerned at this time, but on the other hand, the lower basis brings about somewhat more confidence in the situation.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

**OLEO OIL.**—Prices have ruled very steady this week. Foreign markets are dull, with very little business effected, owing to the holidays. Extra oleo is quoted as 13½¢ and in Rotterdam, 77¢@78 florins.

**GREASE.**—Prices are steady for the upper grade, but demand is quiet and of a holiday character. Quotations: Yellow, 5½¢@5¾¢; bone, 5½¢@5¾¢; house, 5½¢@5¾¢; "B" and "A" white, 7¢@7½¢.

**COCOANUT OIL.**—The market shows con-

tinued firmness, with trade abroad very quiet owing to the holidays. Very few cables have been received and little interest exhibited. Quotations: Cochin, 10¾¢; January arrival, 10½¢@10¾¢; Ceylon, 9¼¢@9½¢; January shipments, 9½¢@9¾¢.

**CORN OIL.**—The market is firm, with prices showing further improvement. Prices are quoted at \$5.85@6 in car lots.

**SOYA BEAN OIL.**—The market is very quiet and without feature. Foreign markets are very dull. Spot is quoted at 6¢@6¼¢; while shipment oil is 5¾¢@5¾¢.

**PALM OIL.**—The trade has been light, with prices steady. The holidays abroad naturally restrict business and trading is small. Prime red spot, 6½¢@6¾¢; do. to arrive, 6½¢@6¾¢; Lagos, spot, 7¼¢@7½¢; to arrive, 7¢@7½¢; palm kernel, 9¢; shipment, 8¾¢.

**NEATSFOOT OIL.**—Prices are very steady on all grades and crude is firmly held. Quotations: For 20 cold test, \$1; 30 do., 88¢; 40 do., water white, 82¢; prime, 64¢; low grade off yellow, 60¢@61¢.

### ANIMALS SOLD OR SLAUGHTERED.

A bulletin summarizing the data collected for domestic animals sold or slaughtered in the United States for 1909 has just been issued by Director Durand of the Bureau of the Census, Department of Commerce and Labor. It was prepared under the supervision of John Lee Coulter, Expert Special Agent for Agriculture.

The value of all domestic animals sold during 1909 was \$1,562,937,000, and that of animals slaughtered on the farm \$270,239,000, making a total of \$1,833,175,000. To the total value of animals sold, cattle (including calves) contributed \$710,015,000, or 45.4 per cent.; horses, mules, asses, and burros together \$306,457,000, or 19.6 per cent.; swine \$463,011,000, or 29.6 per cent.; and sheep and goats \$83,453,000, or 5.3 per cent. The number of cattle and sheep slaughtered on farms is equal to but a very small fraction of the number sold, but in 1909 the number of swine slaughtered on farms was more than two-fifths the number sold.

The value of domestic animals sold as reported for 1909 (\$1,562,937,000) is not at all comparable with the value of animals sold as reported at the Twelfth Census (\$722,913,000) for the reason that the inquiry at the Thirteenth Census related to all animals

sold from the farm, while that at the Twelfth Census related only to the sale of animals which had been raised on the farm reporting.

A very considerable number of the animals sold during any given year are animals previously purchased by the farmers, often during the same year. The practice of buying cattle and swine and sheep to fatten for market is very common among farmers in some sections. Consequently the gross sales of domestic animals include much duplication. On the other hand, if the sales of animals not raised on the farm reporting are excluded, any additional value which such animals may acquire between the time of purchase and the time of sale is omitted from the statistics.

Finally, it should be noted that the value of animals sold or slaughtered, no matter how determined, by no means represents the true product of the stock-raising industry. An animal, such as a horse or cow, for example, which is raised by a farmer and retained indefinitely for draft or dairy purposes is just as much a product of agriculture as one sold or slaughtered.

The value of all domestic animals sold or slaughtered on farms in 1909 is shown as follows:

	Sold.	Slaughtered.
New England .....	24,257,381	6,129,399
Middle Atlantic .....	62,359,683	27,203,385
East North Central.....	366,849,902	56,075,953
West North Central.....	664,809,849	50,526,586
South Atlantic .....	56,917,658	45,591,034
East South Central.....	91,782,197	38,213,908
West South Central.....	149,019,393	31,983,812
Mountain .....	93,035,953	7,079,154
Pacific .....	53,874,678	7,435,562
Total .....	\$1,562,936,004	\$270,238,793

Marked differences appear among the geographic divisions with respect to the ratio between the number of animals—particularly swine—sold and the number slaughtered on the farm. In the leading hog raising sections, the East and West North Central divisions, the number sold in 1909 was several times greater than the number slaughtered on the farm, but in the Middle Atlantic, South Atlantic and East South Central divisions the number sold was less than the number slaughtered.

In the case of cattle and calves the average value of animals sold in 1909 was greater

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than that of animals slaughtered on the farm in every geographic division (except that in the Pacific division the value of calves was the same in both cases), while in the case of swine the opposite was true.

Iowa, Missouri, Illinois, Kansas, Nebraska, in the order named, ranked highest among the states in 1909 in the gross value of domestic animals sold, each reporting more than \$100,000,000. Texas reported the sale of the largest number of cattle (excluding calves), Iowa ranking second, but New York ranked first in the number of calves sold, with Wisconsin second. Iowa ranked first with respect to number of swine sold, and Missouri second. Montana and Ohio ranked first and second, respectively, in sales of sheep.

#### COTTON OIL EXPORTS COMPARED.

Preliminary reports of the Bureau of Foreign and Domestic Commerce at Washington give exports of cottonseed oil for the month of November as 105,689 bbls., compared to 109,350 bbls. for the same month a year ago. For the eleven months of the calendar year the exports are given as 837,111 bbls., compared to 672,436 bbls. for a like period of 1911.

Exports by ports of shipment for November, compared to the same month a year ago, are given as follows:


	Nov., 1912. Pounds.	Nov., 1911. Pounds.
Baltimore .....	688,775	350,826
Newport News .....		1,248,000
New York .....	26,238,138	20,308,979
Norfolk and Portsmouth .....	926,250	1,833,390
Philadelphia .....	176,500	
Savannah .....	1,337,275	3,552,902
Galveston .....	2,046,936	1,806,964
New Orleans .....	3,736,369	7,964,558
Sabine .....		
Corpus Christi .....	1,859,445	2,136,352
Saluria .....	279,840	152,910
Buffalo Creek .....	201,940	
Champlain .....		23,737
Detroit .....	272,142	274,925
Huron .....	1,188,452	1,174,922
Memphremagog .....	62,342	37,126
Minnesota .....		60,750
Total, lbs. ....	39,633,494	41,006,341

For the eleven months of the year the totals are given as follows, with comparisons:


	11 mos., '12. Pounds.	11 mos., '11. Pounds.	11 mos., '10. Pounds.
Baltimore .....	3,401,811	1,411,542	342,945
Newport News .....	2,497,650	2,290,250	1,227,690
New York .....	159,856,932	138,740,314	67,953,772
Norfolk and Ports- mouth .....	7,305,713	5,195,597	2,938,560
Philadelphia .....	638,342	228,309	142,113
Savannah .....	27,568,131	21,753,281	17,189,308
Galveston .....	9,811,392	6,590,951	7,836,784
New Orleans .....	62,296,767	44,658,153	29,653,314
Sabine .....	1,076,800	1,059,700	
Corpus Christi .....	18,709,092	17,325,647	12,256,985
Saluria .....	700,179	2,083,576	3,940,515
Buffalo Creek .....	2,466,465	429,125	899,801
Champlain .....	228,749	646,724	541,365
Detroit .....	5,269,969	1,951,222	1,242,335
Huron .....	9,955,706	6,291,831	7,980,337
Memphremagog .....	564,230	781,683	1,293,952
Minnesota .....	1,598,893	725,860	898,101
Total, lbs. ....	313,916,821	252,163,797	147,339,937

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### COTTON OIL CABLE MARKETS

#### Hamburg.

(By Cable to The National Provisioner.)

Hamburg, December 27.—Market dull. Quotations: Choice summer white oil, 67 marks; butter oil, 66½ marks; summer yellow, 63¼ marks.

#### Rotterdam.

(By Cable to The National Provisioner.)

Rotterdam, December 27.—Market easy. Quotations: Summer yellow, 36¼ florins; choice summer white, 38½ florins, and butter oil, 38½ florins.

#### Antwerp.

(By Cable to The National Provisioner.)

Antwerp, December 27.—Market easy. Quotations: Summer yellow, 77½ francs.

#### Marseilles

(By Cable to The National Provisioner.)

Marseilles, December 27.—Market dull. Quotations: Prime summer yellow, 79 francs; prime winter yellow, 85 francs; choice summer white oil, 82½ francs.

#### Liverpool.

(By Cable to The National Provisioner.)

Liverpool, December 27.—Market easy. Quotations: Prime summer yellow, 30¾s.; summer yellow, 30¾s.

### SOUTHERN MARKETS

#### Columbia.

(Special Wire to The National Provisioner.)

Columbia, S. C., December 26.—Some Carolina crude cottonseed oil sold at 39c. the past week; mills generally asking 40c. or higher.

#### Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., December 26.—Crude cottonseed oil very dull at 38c.; trading very light for the week. Prime meal in good demand at \$25.50@27 f. o. b. mills. Hulls firm at \$10, Atlanta, loose.

#### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., December 26.—Cottonseed oil market quiet; prime crude, 41c. Prime eight per cent. meal steady at \$26.25@26.50 per short ton. Hulls firm at \$8.75, loose.

#### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., December 26.—Crude cottonseed oil easier at 38c. bid, 39c. asked for Texas. Prime eight per cent. meal scarce at \$29.25, long ton, shipside. Demand for both cake and meal light; prices tending lower. Hulls barely steady at \$9.25 loose, \$11.50 sacked.

### FOREIGN COMMERCIAL EXCHANGE.

New York, December 27.—Foreign commercial exchange rates were quoted today as follows:

London—			
Bankers' 60 days.....	4.8055	@ 4.8065	
Demand sterling .....	4.8470	@ 4.8475	
Paris—			
Commercial, 90 days....	5.26¼	—1.16 @ 5.26¼	
Commercial, 60 days....	5.25	@ 5.25 + 1.16	
Commercial, sight .....	5.20	—1.16 @ 5.20	
Berlin—			
Commercial, 90 days....	93 3-16	@ 93¼	
Commercial, 60 days....	93½	@ 93 9-16	
Commercial, sight .....	94½	@ 94 9-16	
Antwerp—			
Commercial, 60 days....	5.28%	@ 5.28% + 1.16	
Amsterdam—			
Commercial, 60 days....	39%	@ 39% + 1.16	

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# COTTONSEED OIL

## WEEKLY REVIEW

**THE NATIONAL PROVISIONER** is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

**Speculative Trade Quiet—Underlying Conditions Without Change—Prices Hold Steady—Sentiment More Mixed—Holidays Against Business.**

The Christmas spirit has pervaded the entire cottonseed oil trade during the week, and as a result whatever disposition there was to transact business was mainly toward a reduction in outstanding commitments. Under the circumstances a narrow price movement was only natural with but little incentive for aggressiveness in any direction, hence the quiet, uninteresting market.

Sentiment seems to have undergone a slight change with current expressions of opinion just a shade more pessimistic, but it would not seem fair to gauge the situation at this season of the year when the customary conservatism is intensified by the holidays. It was obvious, however, that many in the trade were not pleased with the action of values recently when the future market declined, notwithstanding a reported strong crude and seed market.

Developments during the month of January will undoubtedly be of greater concern. At this time Southern mills are as disinclined to sell as consumers are to purchase, with little advantage gained by either side in their wait-

ing attitude. Users of cottonseed oil are continually being confronted with the correspondence to the effect that oil is cheap when compared with seed, but this has not tended to stimulate much of a demand, even allowing for the deterring influence of the Yuletide period.

However, when crude was reported at slightly under 39c. in the Southeast, against about 41c. a few weeks ago, a somewhat expanded interest in the lower grades of cottonseed oil was manifest. This did not result in the materialization of much business, but encouraged the belief and predictions that in the event of a further moderate fall in values there would be absorption from concerns which have not been interested to an important degree in the oil market of late.

It is possible that the theory which some operators are now working upon may be upset at a later date. It is known that there is a contingent in the trade of the opinion that the oil production will be less than 100,000 bbls. below that of last season's record and that this will be sufficient to supply all requirements. The assumption in these quarters is that the decreased yield of oil and the larger amount consumed by compounders will be easily offset by the small takings of

the soap trade and the falling off in export business.

During the last three or four months of the 1911-12 season, export business was light, the compound lard trade did not take much and soap makers were not active on the buying side. In fact, bullish operations in the future market, which started in the early spring, were abandoned during the summer because of the unexpected contraction in the consuming demand. It remains to be seen whether the latter part of this season will be in contrast to last.

Thus far compound lard makers have taken more than for the corresponding time a year ago, if the consensus of opinion is to be accepted. The soap trade, however, has had the other markets to choose supplies from and only very limited amounts of cottonseed oil were taken. It is known that exports are substantially behind those of last season's, reflecting Europe's bearish attitude and the relatively cheaper levels of some of the foreign oils. As far as can be learned stocks of oil in consumers' hands are far from heavy, which insures frequent purchasing, although there is nothing to indicate that consumers will deviate from their policy of taking limited quantities at a time. Obviously, a factor

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## COTTON SEED OIL

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which would bring about increased purchasing and an augmented consumption would be a lowering of cottonseed oil values or a stiffening in the prices of kindred products.

More confusion is apparent in cotton circles as to the crop which has just been raised, due to the persistent advices from the South of ginning operations having been virtually completed. If these reports are to be accepted at their face value it would appear as though the Government has made a full estimate when it was stated that the crop would approximate 13,820,000 bales exclusive of linters. However, many contend that the reports from the South are receiving their usual exaggeration and that it will be found that the official figures are approximately correct, or at least very conservative.

Closing prices, Saturday, December 21, 1912.—Spot, \$6.25@6.35; December, \$6.28@6.29; January, \$6.20@6.21; February, \$6.21@6.23; March, \$6.23@6.24; April, \$6.24@6.29; May, \$6.33@6.34; June, \$6.34@6.38; July, \$6.38@6.39. Futures closed at unchanged to 4 decline. Sales were: January, 200, \$6.21@6.20; March, 300, \$6.23; May, 700, \$6.34@6.33; July, 1,300, \$6.38. Total sales, 2,500 bbls. Good off, \$6@6.19; off, \$5.96@6.12; reddish off, \$5.70@6; winter, \$6.50@6.70; summer, \$6.40@6.70; prime crude, S. E., \$5.20.

Closing prices, Monday, December 23, 1912.—Spot, \$6.25@6.35; December, \$6.27@6.30; January, \$6.19@6.21; February, \$6.21@6.23; March, \$6.23@6.25; April, \$6.26@6.29; May, \$6.33@6.35; June, \$6.34@6.35; July, \$6.37@6.39. Futures closed at 1 decline to 2 advance. Sales were: December, 1,000, \$6.25; February, 300, \$6.21; March, 1,300, \$6.24@6.23; May, 1,000, \$6.34@6.32; June, 100, \$6.35; July, 200, \$6.39@6.37. Total sales, 4,100 bbls. Good off, \$6@6.20; off, \$5.95@6.10; reddish off, \$5.65@5.90; winter, \$6.65@7; summer, \$6.30@6.90; prime crude, S. E., \$5.15@5.20.

Closing prices, Tuesday, December 24, 1912.—Spot, \$6.25@6.35; December, \$6.32@6.35; January, \$6.23@6.25; February, \$6.24@6.27; March, \$6.27@6.28; April, \$6.30@6.33; May, \$6.36@6.37; June, \$6.36@6.39; July, 6.41@

6.43. Futures closed at 2 to 5 advance. Sales were: December, 1,600, \$6.31@6.30; January, 200, \$6.25@6.24; March, 200, \$6.27; April, 300, \$6.31; May, 1,000, \$6.37@6.36; July, 400, \$6.42@6.41. Total sales, 3,700 bbls. Good off, \$6@6.25; off, \$5.90@6.10; reddish off, \$5.65@6; winter, \$6.40@6.80; summer, \$6.40@6.80; prime crude, S. E., \$5.20.

Wednesday, December 25, 1912.—Holiday. Closing prices, Thursday, December 26, 1912.—Spot, \$6.20@6.35; December, \$6.30@6.34; January, \$6.22@6.24; February, \$6.23@6.25; March, \$6.26@6.27; April, \$6.26@6.30; May, \$6.35@6.36; June, \$6.36@6.39; July, \$6.40@6.41. Futures closed steady at 2 decline to 2 advance. Sales were: December, 3,300, \$6.34@6.30; January, 900, \$6.24@6.23; March, 1,300, \$6.27@6.26; May, 900, \$6.37@6.36; July, 200, \$6.41@6.40. Total sales, 6,600 bbls. Good off, \$6.05@6.25; off, \$5.95@6.10; reddish off, \$5.65@5.90; winter, \$6.40@6.90; summer, \$6.40@6.90; prime crude, S. E., \$5.20.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

### COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported for the week up to December 26, 1912; for the period since September 1, 1912, and for the same period last year, were as follows:

Port.	From New York.		
	For week.	Since Sept. 1.	Same period.
	Bbls.	1912.	1911-1912.
		Bbls.	Bbls.
Aarhus, Denmark	—	—	25
Aberdeen, Scotland	—	—	78
Acajutla, Salvador	—	20	129
Accra, W. Africa	—	—	10
Adelaide, Australia	—	9	—
Alexandria, Syria	—	—	18
Alexandria, Egypt	—	1,820	—
Algoa Bay, Africa	—	154	131
Amnapola, Honduras	—	—	19
Amsterdam, Holland	—	—	156
Ancona, Italy	—	—	835
Antilla, W. I.	—	14	50
Antofagasta, Chile	—	—	5
Antwerp, Belgium	275	1,105	2,492
Arendal, Norway	—	—	50
Arica, Chile	—	—	138
Asuncion, Paraguay	—	—	7
Auckland, N. Z.	—	40	070
Aux Cayes, Haiti	—	6	—
Azua, W. I.	—	—	244
Bahia, Brazil	—	—	99
Bahia Blanca, A. B.	—	—	9
Barbados, W. I.	4	740	287
Beirut, Syria	—	—	24
Belize, Br. Honduras	—	29	—
Bergen, Norway	—	—	085
Birkenhead, England	—	—	100
Bordeaux, France	—	450	060
Braila, Roumania	—	—	250
Bremen, Germany	—	—	709
Bristol, England	—	—	50
Buenos Aires, A. B.	648	7,510	4,134
Cairo, Egypt	—	—	14
Cape Town, Africa	—	265	031
Cardenas, Cuba	—	29	14
Cartagena, Colombia	—	78	—
Casablanca, Venezuela	—	—	00
Cayenne, French Guiana	327	680	441
Christiania, Norway	—	70	3,800
Cienfuegos, Cuba	—	13	14
Ciudad Bolivar, Venezuela	—	—	—
Colon, Panama	40	716	080
Constantinople, Turkey	—	200	3,010
Constanta, Roumania	—	—	75
Copenhagen, Denmark	—	3,055	3,775
Corinto, Nicaragua	—	—	42
Cork, Ireland	—	—	300
Cristobal, Panama	—	—	30
Cucuta, Colombia	—	3	—
Curacao, Leeward Islands	3	59	54
Pedagatch, Turkey	—	—	840
Delagoa Bay, Africa	—	—	110
Demerara, Br. Guiana	324	1,087	1,133
Dominica, W. I.	43	535	33
Dublin, Ireland	—	—	1,900
Dunkirk, France	100	400	—
Flume, Austria	—	—	300
Fredericksburg, Norway	—	—	35
Fremantle, Australia	—	47	—
Galatz, Roumania	—	—	2,575
Gallipoli, Turkey	—	—	150
Genoa, Italy	1,114	17,836	10,006
Gibraltar, Spain	—	—	50
Glasgow, Scotland	100	2,175	3,314
Gothenburg, Sweden	—	—	1,175
Grenada, W. I.	—	—	60
Guadeloupe, W. I.	401	577	527
Hamburg, Germany	165	4,420	1,940
Havana, Cuba	94	843	179
Havre, France	1,110	6,014	4,826
Hong Kong, China	—	2	—
Horsens, Denmark	—	—	25
Hull, England	—	736	380
Iquique, Chile	—	72	72
Kingston, W. I.	2	990	1,214
Kobe, Japan	—	—	6
Koenigsberg, Germany	—	—	85
Kustendji, Roumania	—	—	075

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La Libertad, Salvador .....	—	4
La Union Salvador .....	—	43
Leghorn, Italy .....	—	2,139
Leipzig, Germany .....	—	38
Liverpool, England .....	900	6,188
London, England .....	750	8,274
Macoris, S. D. ....	—	381
Malmo, Sweden .....	—	50
Malta, Island of .....	—	545
Manchester, England .....	—	1,899
Manila, P. I. ....	—	9
Maracaibo, Venezuela .....	—	9
Marseilles, France .....	—	13,714
Martinique, W. I. ....	—	652
Matanzas, W. I. ....	—	5
Melbourne, Australia .....	—	64
Mersina, Turkey .....	—	71
Monte Cristi, S. D. ....	—	561
Montego Bay, W. I. ....	—	43
Montevideo, Uruguay .....	—	887
Moyaquez .....	—	25
Naples, Italy .....	—	1,174
Newcastle, England .....	—	150
Nuevitas, Cuba .....	—	103
Oran, Algeria .....	—	175
Panderma, Asia .....	—	250
Para, Brazil .....	—	38
Patras, Greece .....	—	325
Piraeus, Greece .....	—	20
Plantania .....	—	3
Port Antonio, W. I. ....	—	92
Port au Prince, W. I. ....	—	8
Port Barrios, C. A. ....	—	14
Port Limon, C. R. ....	—	12
Port Said, Egypt .....	—	161
Progreso, Mexico .....	—	32
Puerto, Mexico .....	—	3
Puerto Plata, S. D. ....	—	20
Punta Arenas, C. R. ....	—	239
Ravenna, Italy .....	—	460
Rio Janeiro, Brazil .....	—	261
Rodosta, A. R. ....	—	86
Rosario, A. R. ....	—	86
Rotterdam, Holland .....	1,378	23,946
St. Johns, N. F. ....	—	21
St. Kitts, W. I. ....	—	165
St. Thomas, W. I. ....	—	9
Salonica, Turkey .....	—	1,940
Sanchez, S. D. ....	—	113
San Domingo, S. D. ....	—	188
San Juan, P. R. ....	—	89
Santiago, Cuba .....	—	973
Santos, Brazil .....	1,806	2,926
Savanna, Colombia .....	—	3
Sekondi, Africa .....	—	9
Smyrna, Turkey .....	—	813
Southampton, England .....	—	250
Stettin, Germany .....	—	495
Stockholm, Sweden .....	—	100
Surinam, Dutch Guiana .....	—	41
Sydney, Australia .....	—	96
Tampico, Mexico .....	—	52
Tonsberg, Norway .....	—	150
Trebzond, Armenia .....	—	20
Trieste, Austria .....	1,427	17,977
Trinidad, Island of .....	—	193
Turks Island, W. I. ....	—	85
Valparaiso, Chile .....	—	656
Venice, Italy .....	4,773	12,534
Vera Cruz, Mexico .....	—	22
Wellington, N. Z. ....	—	88
Yokohama, Japan .....	—	18
Zanzibar, Zanzibar .....	—	47
Total .....	15,897	151,483

**From New Orleans.**

Antwerp, Belgium .....	—	300
Belfast, Ireland .....	—	100
Bremen, Germany .....	—	80
Bristol, England .....	—	50
Buenos Aires, A. R. ....	—	425
Christiania, Norway .....	—	3,515
Colon, Panama .....	—	40
Copenhagen, Denmark .....	—	50
Genoa, Italy .....	—	324
Glasgow, Scotland .....	200	200
Gothenberg, Sweden .....	—	550
Hamburg, Germany .....	200	2,430
Havana, Cuba .....	200	1,766
Havre, France .....	—	300
Kingston, W. I. ....	—	83
Liverpool, England .....	—	250
London, England .....	—	1,175
Manchester, England .....	—	1,000
Marseilles, France .....	—	900

Port Limon, C. R. ....	—	60
Progreso, Mexico .....	—	615
Rotterdam, Holland .....	2,050	15,900
Stavanger, Norway .....	—	135
Tampico, Mexico .....	—	130
Vera Cruz, Mexico .....	100	799
Total .....	2,840	30,320

**From Galveston.**

Bremen, Germany .....	—	125
Copenhagen, Denmark .....	—	150
Genoa, Italy .....	—	50
Hamburg, Germany .....	—	200
Havana, Cuba .....	—	95
Rotterdam, Holland .....	—	200
Vera Cruz, Mexico .....	—	200
Total .....	—	550

**From Baltimore.**

Antwerp, Belgium .....	—	950
Bremerhaven, Germany .....	—	120
Christiania, Norway .....	—	300
Constantinople, Turkey .....	—	50
Gothenberg, Sweden .....	—	200
Hamburg, Germany .....	—	500
Havre, France .....	—	2,065
Liverpool, England .....	—	300
London, England .....	—	55
Malta, Island of .....	—	25
Rotterdam, Holland .....	—	250
Total .....	—	3,440

**From Philadelphia.**

Hamburg, Germany .....	—	273
Liverpool, England .....	—	244
London, England .....	—	250
Rotterdam, Holland .....	—	435
Total .....	—	767

**From Savannah.**

Antwerp, Belgium .....	—	866
Bremen, Germany .....	—	102
Hamburg, Germany .....	—	3,314
Havre, France .....	—	2,958
Liverpool, England .....	—	9,546
London, England .....	—	1,096
Rotterdam, Holland .....	—	6,464
Total .....	—	6,464

**From Newport News.**

Hamburg, Germany .....	—	500
Liverpool, England .....	—	1,100
Rotterdam, Holland .....	—	4,265
Total .....	—	500

**From Norfolk.**

Glasgow, Scotland .....	—	25
Hamburg, Germany .....	—	1,725
Liverpool, England .....	—	75
London, England .....	—	175
Rotterdam, Holland .....	1,325	3,175
Total .....	1,325	3,450

**From All Other Ports.**

Canada .....	—	8,964
Liverpool, England .....	—	2,399
Mexico (including overland) ..	1,201	17,602
Total .....	1,201	26,566

**Recapitulation.**

From New York .....	15,897	151,483
From New Orleans .....	2,840	30,320
From Galveston .....	—	550
From Baltimore .....	—	3,440
From Philadelphia .....	—	767
From Savannah .....	—	6,464
From Newport News .....	—	500
From Norfolk .....	1,325	3,450
From all other ports .....	1,201	26,566
Total .....	21,263	223,540

**PACKINGHOUSES FOR THE SOUTH.**

(L. L. Gibson, Macon, Ga., in The Manufacturers' Record.)

Anyone who will contemplate for a moment an abstract statement of the business done in any Southern State in condensed milk and other dairy and creamery products, in canned fruits and vegetables that are bought, paid for and consumed right there in the South; that are grown and conserved somewhere else—the very things that could and would be produced there to an almost unlimited extent if facilities for making economic commercial use of them were at hand—must reach the conclusion that the need for these enterprises is the greatest and most imminent need of Southern agriculture, as, without such facilities, there is no incentive to increase the production, as the farmer, like the merchant or the manufacturer, is interested in producing only what he can sell and get money for.

As to the packinghouse. This is infinitely more serious than any or all the rest. We have some knowledge of this particular line. If the farmers and business men within a radius of 75 miles of Macon, Ga., assemble by one means or another \$500,000 and spend practically all of it in equipping a packinghouse, cold storage, stockyards and the necessities of a complete operation, and then assemble and use another \$500,000 in the operation to stimulate and induce the production of livestock, and then use that livestock as it is used elsewhere, and operate such plant for five years without making a single dollar for the concern itself, the country within the 75-mile radius would be more than \$100,000,000 better off than it is at present.

Take the statistics in the matter and see. It is not a problem in differential calculus. Common school arithmetic applied to the history and present conditions will show that the statement is far and away inside the limits. Now, if such a concern was established and operated in just this way, and at the end of five years the one or two who controlled the financial end of it became disgruntled because it had not paid them a certain per cent. of interest on their money, and wrecked it, as many concerns are wrecked, so that it had to close until refinanced, would it be a success or a failure? The investor in the stock might look upon the investment in itself as a failure, but indirectly it would pay even him 5 to 10 for 1, and the general good to the country contributing the raw material would be almost inestimable, even

with the worst showing that could come to the operation.

It would seem superfluous to remark on the success of the packinghouse business in general. It has been a money-maker wherever knowledge of the business was combined with enough money to operate it on an economical basis, and with the adjunct of fruits and vegetables the opportunity in the South is as great, if not greater, than it ever was anywhere; it is no longer a matter of experiment, but one of applying scientific knowledge and machinery.

The point we wish to make from the beginning is that packinghouse facilities where scientific commercial use can be made of hogs, cattle and poultry—that is, where the farmer may come with such of these as he can produce profitably to himself and exchange them for cash at any season of the year—this is the one paramount and greatest need of the Southern farmer today.

When anyone offers a suggestion to establish a packinghouse, it seems to carry with it to many minds that the farmer must give up the cultivation of cotton and raise livestock. There is nothing further from the truth. Cotton in this country is the basis of all commercial activity. It is the unit of all value. The financial machinery of the country is set on and adjusted to a bale of cotton.

A respectable looking man with a few respectable looking references may go to a banker or a cotton factor now and make arrangements for advances on next year's crop, or at least he can do so in January, even before he arranges for his seed or the means of tilling the land. Could he borrow on the prospect of corn, hay, hogs or cattle? We think not. If he could get the money, or had it of his own, would he produce these things? We think he would be very foolish to do so, beyond what himself and family would consume.

Does anyone say that these things are not in greater demand and more necessary than cotton? Then why would not the farmer produce them? Simply because there is no way he can turn them to account, no market that will give him the money for them, as there are no facilities in the State for making economic use of them. Can they be produced profitably in Georgia and the South?

Anyone who doesn't know may easily learn that livestock can be produced in the South, especially in some sections of the South, at less cost than it can be produced in the North or West. A few of the reasons are pasturage and open range, a most necessary condition, which lasts practically all the year round; no necessity for expensive housing against the rigors of winter; cheap feed for hogs—peanuts, legumes of most every variety, soya beans and other things that are very prolific, with a finish of a few weeks on hard grain, produce as fine pork products as can be produced by any means known to the profession.

Many people come back with the argument: "If the Georgia farmer can produce good hogs so readily and so cheaply, why doesn't he ship them to the big packing centers? They are and have been crying for stock for three years; are not getting half enough to keep their plants busy or supply their trade."

The Western packer will not use the Georgia hog. Points as near as Cincinnati and Louisville have turned him down, and even Nashville will not take him, because he is what they call a soft, or oily hog. They must feed him corn until he is hardened, and they are not in the feeding business. Besides, if they bought him to feed they would have to buy him at a price that the Georgia farmer would not care to take under present conditions. He is not in the hog business on anything like a scientific basis for the very reasons listed above, and what he does produce he tries to get a long price for, or slaughters himself in the old way, in which he loses 30 to 40 per cent. of the real value.

It would require no more expensive process to cure the soft hog than the one fed on hard grain, except that of time; but the soft hog, going through the ordinary process of curing the hard hog, would not cure it at all, or at least not sufficiently to stand; while, if the hard hog was put through the same process necessary to the proper cure of the soft hog, the product would be vastly improved. The Western packer is interested in turning hogs bought and paid for into money as quickly as possible, hence he wants the hard hogs, and cannot afford to mix either the products or the process, and will not change his process as long as he can get hard hogs to work and sell the products at a good profit, as he has always done.

No one denies that an old-fashioned country ham or side of bacon is superior to the general run of meat that comes from the Western packinghouse, and no one can deny that the same conditions that brought one single ham or side of bacon to its perfection will bring a million tons to the same degree of perfection if applied in the same way. Hence we want in the South facilities for making use of hogs and other livestock the South can produce most profitably.

Because the Western packer declines the Georgia hog doesn't mean that the Georgia hog is not fit to pack. Everybody knows better than that, and the farmer most and first of all.

Georgia was not suffering for meats when the Western packer came in, but he came in with good meat at prices that the Georgia farmer, under conditions existing then, could not compete with, and he very properly reasoned that he had better buy his meat than try to produce it. Some of the Georgia farmers never reached this conclusion, and even against the most adverse conditions those are the ones that have made a success of farming out of all comparison with the others. It only took a year or two to eliminate the Georgia hog from all commercial recognition.

The cattle were more troublesome, and the Western packer raked the cane brake and shipped everything that had any value at all West as stockers and feeders, and then shipped them back to Georgia and sold them at a good profit.

Those vast areas of the West that produced cattle and hogs in such numbers have been settled, cut up into smaller areas, and these again into farms, the crops diversified and the cheap cattle and cheap hogs are no more forever. The population has increased. The demand has increased everywhere. The production has not kept pace with this increase, hence the unprecedented prices.

Has Georgia or the South kept pace with these conditions? South Georgia produces more pork than it consumes, and has it to sell, whenever the weather gets cool enough to cure it. Of course, they lose 18 to 30 per cent. in the slaughtering, even if they save the meat, and history shows that they do not always save the meat by any means.

The farmer that produces hogs with the idea of selling them lays his lines to have them mature to 50 to 80 pounds from December 15 to March. He cannot make anything on such a pig. But if he brings him up to the point of showing any profit in his production—200 to 300 pounds—he can't sell him at all, except a scattering number here and there to a sausage maker. Every year, for the past six or more, farmers beg for some one to buy their hogs from December to March or April. They can sell their pigs (50 to 70 pounds), but no one can buy the hogs, except as above, as there are no facilities for using them.

Sometimes the farmer will take the chance of slaughtering them himself as the only hope left him of getting anything out of them. Sometimes he saves the meat, or a portion of it, and sometimes he doesn't. Otherwise he keeps his hogs over to where they take cholera and die, as they have done for the past year. He hasn't got even a fighting chance to get the benefit of his work in producing the very thing that is wanted, needed, bought and used from somewhere else and paid for out of his cotton money. He makes no calculation on having hogs to sell in the spring or summer. He knows that would be foolish.

Why should he try to produce more hogs under present conditions? It is an old English axiom that the farmer who sells his grain and forage is the poor farmer, and the farmer that feeds his grain and forage and sells his fatted stock is the rich farmer. There are millions of acres of land as good and productive as any in the State that lie fallow. They would produce corn, hay and various vegetables and stock foods that would produce millions of dollars' worth of good cattle and hogs and other edible animals. These acres lie dormant, idle, useless, for no other reason than the lack of facilities for making economic use of these products. What other than the modern packinghouse can make use of them or turn them into money?

The kind of enterprises the Southern States need are modern packinghouses, equipped with facilities for making economic use of every animal product, where every particle of animal matter is turned to account and reduced to cash, planned for conserving fruits and vegetables in the summer season for the first year or two when there would probably be very little livestock moving, until the farmer could readjust his affairs to have a few cattle and hogs coming along to market in the summer as well as the winter season, with modern cold storage to use and to let with moderate capacity to begin with, but arranged so as to increase as increase is needed.

Managed by good business men; manned by men of experience in the business, who know how to make use of the class of livestock that can be produced most profitably in the South, and then only with these will the farmer have his fair fighting chance in the battle of commerce to attain to comfort and independence for himself and family, for which all men labor and hope.

# HIDES AND SKINS

(DAILY HIDE AND LEATHER MARKET)

## Chicago.

**PACKER HIDES.**—The market continues generally featureless, nominal and unchanged. The inquiry for native hides continues practically nil, but some have been talking of prospective trading this week in branded selections, but thus far no developments in these. It is stated that it is some surprise to both packers and tanners that receipts of native cows are so large. It is also said that there is likely to be an increase in the supply of cattle during the next two or three years. Cows that have been coming to market are from sections in some instances that were not situated right for raising cattle, but the greatest portion have come from the dairy districts. It has been known for some time that there was a large supply of milch cows in the country. The packers are hoping that their December hides will bring fairly good prices on account of the strong underlying conditions of leather, but the tanners say that hides have been much too high for leather for some time. One of the big "tanning packers" has closed down some yards and is likely to close down others until there is a better margin for tanning. Native steers are dull and nominally unchanged around 19c. for Decembers. A good many tanners are naturally waiting for Januaries on which they secure the grubbing selection. Texas steers are unquotable. Heavies last brought 17½c., with no trading in lights, etc. Butt brands are not salable at the former nominal asking figure of 17½c. Tanners are out at least until they can get Januaries with the grubbing selection. Colorados are also entirely nominal at 17½c. talked, also branded cows at 17½c. Native cows are in more accumulation than any class of packer hides, and tanners look to see them sell below the present nominal 17c. quotation for both heavies and lights. Native bulls slow around 15½c., also branded bulls about 13c., but both are well sold up.

**COUNTRY HIDES.**—No change, with conditions keeping largely nominal. Last sales, formerly noted, of Northwesterns, 50-lb. and up at 14½c., and 25@50-lb. at 14½c., both selected, Chicago freight basis, are as near representative of the present market as it is possible to ascertain. Local tanners have been reported paying around 15½c. for extremes, and 14½c. for buffs, in some cases ½c. better claimed, this being for small lots, special picked out selections, and on which there is no freight to pay. Weakness developing in calfskins calls attention to the fact that a large increase in the supply of dairy cows in the country means a large supply of calves, and the slaughter of calves is said to have shown a large increase over last year, according to some late reports. Bulls continue to be nominally listed about 14½@14½c. for January shipment, as figured on recent business at outside points, with small sales to local tanners under special conditions around 14½c. and up to 15c. claimed, but this trading is not representative of the market. Heavy cows range the same as buffs, and are in the same position as heretofore. Extremes last brought 15½c.,

and are ranged 15¼@15½c. and up to 15½c., as to selections, dates of salting and shipment, etc. Heavy steers are nominal and ranged 15@15½c., also bulls at around 12½c.

Later.—A car of Michigan 50-lb. and up cows sold at 14½c., and a car of Ohio 45-lb. and up cows also sold at 14½c., both f. o. b. The market seems to be generally steadier on the basis of 14½c. for buffs. A car of largely city butcher extremes sold at 15½c., and a car of mostly farmer and country extremes sold at 15½c., both from outside points, but Chicago freight basis. Western tanners are predicting an 18c. market for outside city calfskins, and possibly 18c. for Chicago city calfskins as well.

**CALFSKINS.**—Recent sales noted at 18½@18¾c. of Chicago cities reported to contain some outside cities with them have shown an easier market of late, but it is said that some dealers take exception to the reports. Some reports gave the sales as Chicago cities, but the dealers have reported that they contained some other skins with them, as previously noted. It is a little difficult to get at the inside of this trading, but buyers do not figure Chicago cities better than 18½c., and that price is about the quotation today, as based on the latest sale at 18½c., which lot was previously held at 18¾c. Some of the dealers who have recently been talking more claim they will not sell on the lower basis until they can buy cheaper at outside points, and most of them claim that it is rather a hard matter to replace from outside points the quality of skins they now have on hand. Outside cities alone range from 18@18½c. in a nominal way, and countries 16¾@17½c., the last paid for poor Southwest. Kips declined lately, with sales of mixed outside cities and countries at 16½c., and up to 17½c. is talked for all cities and packers, though possibly no better than 17c. obtainable.

**SHEEPSKINS.**—The class of pelts that sold at \$1.60 for 12-lb. and up during the latter end of November are slow of sale now around \$1.50. Packers are talking steady for heavier average pelts all December takeoff on account of containing more wool, but the buyers and sellers are apart in their views. An average run of packer pelts are ranged rather nominally at \$1.35 @1.45 asked. Outside city and country packers range \$1.20@1.30 for regular lots, though specials are talked from 5@10c. apiece more, and regular countries 90c.@\$1.15.

## New York.

**DRY HIDES.**—No further business is reported in common varieties, and it is not reported that all of the Orinocos that came in recently on the "Grenada" have been sold and there is a fresh arrival lately of 5,195 Orinocos per S. S. "Suriname." The "Prinz August Wilhelm" also brought 896 Central Americans, etc., and 1,000 dry Mexicans arrived on the "Guantanamo" from Tampico. The general tendency of the entire market seems to be steadier if not somewhat firmer, and it is apparent that the turning point came at the time when Europe entered the market and cleaned up so many Buenos Aires. The market on Buenos Aires lately is reported somewhat firmer, and this is on poorer quality stock than what was cleaned up to Europe a while ago. These sales to Europe took about all of the good hides running half hair and up, and on the meager offerings of Buenos Aires being made at present the lowest price named is 29c., and at this figure shippers will not give any

guarantee as to hair. Some parties are even talking a little higher than 29c. for Buenos Aires, and are quoting these 29¼@29½c.

**WET SALTED HIDES.**—There is apparently a decided firmer feeling in the River Plate market, owing to the active buying there by Europe. One report here states that 15,000 Sansinena frigorifico steers have been sold to Europe at the equivalent price c. i. f. there of 19½c., including commissions, and that also 3,000 Las Palmas frigorifico steers sold to Europe at 18½c. It is probable that the Las Palmas sale was made previous to the Sansinenas, owing to the lower price. Europe is also reported to have taken 12,000 Saladero steers of different slaughterers at prices ranging from 19¼@19½c. c. i. f., including commissions. Mexicans are also understood to be somewhat steadier on the basis of about 14½c. for coast varieties, and Europe is reported to be also operating quite freely in these. The S. S. "Prinz August Wilhelm" brought 250 bbls. of Cubans.

**CITY PACKER HIDES.**—The market continues entirely nominal in the absence of sales, and it is a question as to what prices could be secured. Some tanners' views on butt brands and Colorados here of current salting are around 16c., and some of them think that if they made bids of 16c. to clean up holdings they might not be refused.

**COUNTRY HIDES.**—The market appears a trifle steadier on the basis of 14½c. for good buffs, and at this price tanners seem to be buying, and some sales have been made. One car of good southern Ohio buffs sold here today at 14½c., and later another car sold from a western Pennsylvania point at 14½c. These lots sold are for prompt shipment. A car of Canadian hides running 25 lbs. and up sold at 13¾c. flat. Buyers are picking up some little lots of hides from butchers and small dealers at low prices, but these prices cover quite a range. In one instance a lot of 300@400 Pennsylvania hides was sold at 13c. flat for cows and 10¾c. flat for heavy bulls over 60 lbs. Some other lots of even smaller quantities than the above have also been sold from Pennsylvania points at the same prices, and a few lots of New York State hides, running from 50@150 each, have been picked up down to 12¾c. flat. On the other hand other little lots of New York State, Pennsylvania, etc., hides have been sold at 13¾c., and some up to 13½c. flat, which gives quite a range on these.

**CALFSKINS.**—There continues to be a thoroughly nominal market on New York cities, with no sales reported on which to base prices. Countries and outside cities are also entirely nominal in the absence of transactions. There are some offerings here of untrimmed skins, including several car lots offered from Ohio points consisting of city and country skins mixed at 18½c. selected, and buyers are not willing to pay this price.

## European.

Cables of the Paris auction sales state that prices on all weights of calfskins declined on the average from 3@3½ per cent. This decline is very slight, however, as compared with the way prices have weakened off of late in this country.

## Boston.

The market shows a steadier tone on the basis of 14½c. for buffs and 15½c. for extremes. Some shippers are holding above these prices, but not making sales. Southcans, 12½@13½c.

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# Chicago Section

Jav a good time? Now go easy New Year's Eve.

William Jennings Bryan is—well, ask old Champ Clark!

Woodrow Wilson in an interview said:

Here's a prosperous new year to you. That goes without saying, however.

Last Saturday, remember, was the shortest day. And Jim O'Leary bets we will not have zero weather this winter. Hurrah!

Chief of Police McWeeny has given the New Year's Eve rioters and roysterers an extra two hours to get good and well stewed.

Does that new smoking jacket make you look more humpbacked and lopshouldered than you are? If it don't it's a fake.

You can always slip around to the garbage and give 'em to the chiffonier. They go fine with exploded gasoline.

Chicago is to have a set of public markets. Lima Park, 50th and Halsted streets, is being remodeled to that end by its present owner, Jim O'Leary.

Chrismus comes but once a year, and as far as that "Chrismus present" thing is concerned, it is once too often! Hurray for the Spugs!

Man bought the Hotel Sherman the other day for an amount not stated, but he paid \$20 down. Still we laugh at the poor immigrant!

The Armstrong Cork Company, of Pittsburgh, employs a dentist to attend to its employees' teeth, free of charge to the employee.

Now what do you know about this? The Union Stock Yard & Transit Company gave its employees—some 1,200—a turkey each for Christmas!

The automatic sprinkler system saved the Devoe & Reynolds Paint Company's plant from destruction by fire Saturday. The damage by water, however, will be considerable.

Speaking of hanging the panic-makers, Woodrow talks like a real up-to-date dreadnaught, and it looks like a safe bet that he'll go through all right, too.

"Don't!" says Madam Bernhardt; "Don't!"

says Chief of Police McSweeney; "Don't!" says Health Commissioner Evans; there are so many don'ts there is not room for any did's.

Frank Howard, editor of the Daily Trade Bulletin and member of the Chicago Board of Trade for nearly a half a century, celebrated his golden wedding anniversary Saturday.

"Why does a woman invariably press the electric button on a street car with her thumb?" asked Gobs. "Dunno," said Gobs. "Because she wants to get off, you boob!" Dew tell!

Chicago society women forming the Clean Food Club did more for the ultimate consumer in a few days than old Doc Wiley did in his whole term of office. They act—he talks.

The labor unions have evidently put the hammerlock on the Balko-Turko disturbance, the participants in which worked all kinds of hours, regardless of labor union rules and regulations.

Madison, Wis., will bar all wiggle dances, if Alderman Quinn's bill goes through, and Chief of Police Shaughnessy is backing him up. They must be warm actors in Madison. Joe Roth please note.

Real executive ability does not necessarily mean too much pandering to the newspaper crowd. For self-glorification, however, leave all the doors open to 'em all the time, even to your bedroom, and call 'em "Boys!"

On the first day of the "egg crusade" the Chicago clubwomen sold more than 700,000 eggs at 24 cents per dozen, or a total of \$14,000. Grocers have been paying 20 cents per dozen and charging their customers 45 cents per dozen.

Edward Morris, head of Morris & Company, as a Christmas gift presented his

employee's Pension Fund with \$25,000, and the Employees' Benefit Fund with \$10,000. There are 2,100 members of the pension fund, which now has assets of \$307,285.

The Pullman Company will give its clerical force an increase of \$300,000 in wages, commencing January 1. Now, how much more than that has the traveling public handed the sleeping car porter in the past years, to help him out on his little old twenty per?

The Policeman's Protective Association and the Police Operators' Association have been formed. In the meantime the public has to attend to its own individual protection, and it is at present some job, with the horde of hold-ups, strongarms, burglars, etc., loose and in daily and nightly action.

Still they come. Two "con" men took a Nebraska farmer from the Grand Central depot a few days ago to the Franklin street entrance of the Van Buren street tunnel, to show him a double-headed turkey, and incidentally relieve him of fifty plunks, b'gosh. Kind of getting some of it back, anyhow.

The hog situation has 'em all guessing. It takes a hog, aided and abetted by the guileless farmer, to produce such a dilemma. The farmer for generations back was partly raised on that delusive pea—now you see it and now you don't—remember? Now he's handling that same little old pea, and with all the skill of the old-time "thimbligger," too!

Now that Jack Johnson is barred from appearing in public any more as a boxer, he evidently has concluded that the real estate business, properly handled, is remunerative. Let us hope the Lake Geneva people will refuse to be black-mailed, and will handle the "smoke" as he deserves—Southern style, for instance. Sic the Hooligans on him!

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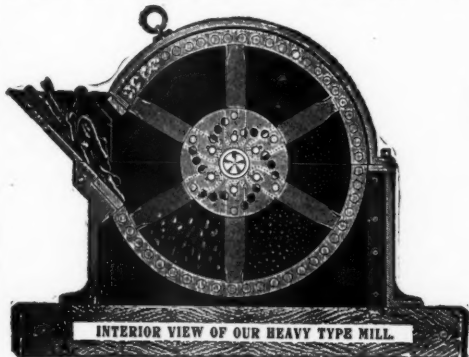
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### —A— WILLIAMS GRINDER

WILL TURN YOUR MATERIAL OUT AT ITS  
**HIGHEST VALUE**

*Also Grinds Shells, Cracklings, Etc., for Poultry Food*

Manufactured and Licensed under 87 separate and distinct Patents

WRITE FOR BULLETIN No. 9

**THE WILLIAMS PATENT CRUSHER & PULVERIZER CO.**

WORKS: 2701 No. Broadway, ST. LOUIS, MO. GENERAL SALES OFFICE: Old Colony Bldg., CHICAGO  
SAN FRANCISCO OFFICE: 347 Monadnock Bldg.

GEO. J. ROESCH, President.

HARRY G. ULMAN, Secretary.

CHAS HARLAN, Treasurer.

## CONSOLIDATED DRESSED BEEF COMPANY

PHILADELPHIA

**Dressed Beef Packers and Exporters**

Beef Casings, Dried Blood, Fertilizers, Oleo Oils, Stearines, Prime Tallow and Selected Hides

Orders for Car Load Lots Solicited

Highest Prices Paid for Suet, Shop Fat, Long Fat, Hides, etc.

Stock Yards, 30th & Race Sts.

## CHICAGO LIVE STOCK

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Dec. 16.....	37,114	2,165	35,103	58,957
Tuesday, Dec. 17.....	6,708	1,755	21,496	16,840
Wednesday, Dec. 18.....	16,338	1,939	30,677	29,000
Thursday, Dec. 19.....	4,837	1,048	20,296	11,858
Friday, Dec. 20.....	1,753	314	16,402	8,626
Saturday, Dec. 21.....	440	44	8,064	962

Total last week.....	67,248	7,205	132,038	126,243
Previous week.....	62,697	5,756	109,449	140,088
Cor. week, 1911.....	58,742	8,883	185,202	89,096
Cor. week, 1910.....	53,706	5,731	130,108	84,580

## SHIPMENTS.

	Cattle.	Hogs.	Sheep.
Monday, Dec. 16.....	5,422	7	2,724
Tuesday, Dec. 17.....	4,728	157	1,596
Wednesday, Dec. 18.....	1,971	12	2,331
Thursday, Dec. 19.....	7,394	51	4,436
Friday, Dec. 20.....	3,633	75	4,127
Saturday, Dec. 21.....	290	5	2,923

Total last week.....	29,147	337	18,337
Previous week.....	22,434	660	17,704
Cor. week, 1911.....	26,324	1,171	22,878
Cor. week, 1910.....	24,221	672	25,512

## CHICAGO TOTAL RECEIPTS LIVE STOCK.

	Cattle.	Hogs.	Sheep.
Year to Dec. 21, 1912.....	2,612,511	7,036,539	5,959,290
Same period, 1911.....	2,899,947	6,968,604	5,648,782

## Combined receipts of hogs at eleven points:

Week ending Dec. 21, 1912.....	493,000
Previous week.....	664,000
Year ago.....	629,000
Two years ago.....	604,000
Total year to date.....	24,042,000

Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City) as follows:

	Cattle.	Hogs.	Sheep.
Week to Dec. 21, 1912.....	218,900	319,200	225,000
Week ago.....	180,700	480,300	251,300
Year ago.....	130,900	459,400	160,900
Two years ago.....	131,200	302,700	165,700
Totals, 1912, to date.....	7,563,000	18,882,000	12,872,000
Totals, 1911, to date.....	8,053,000	18,455,000	12,525,000

## CHICAGO PACKERS' HOG SLAUGHTER.

	Cattle.	Hogs.	Sheep.
Week ending Dec. 21, 1912:			
Armour & Co.....			24,000
Swift & Co.....			16,900
S. & S. Co.....			14,600
Morris & Co.....			10,500
Anglo-American.....			3,900
Boyd-Lunham.....			6,500
Hammond.....			7,400
Western P. Co.....			8,000
Roberts & Oake.....			6,000
Miller & Hart.....			2,500
Independent P. Co.....			5,800
Brennan P. Co.....			4,200
Others.....			2,000

Totals.....	112,300
Previous week.....	150,500
1911.....	170,200
1910.....	145,300
Total year to date.....	5,620,000
Same period last year.....	5,576,000

## WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$7.55	\$7.18	\$4.50	\$7.70
Previous week.....	7.00	7.42	4.35	7.80
Cor. week, 1911.....	7.00	6.07	3.60	5.80
Cor. week, 1910.....	6.00	7.77	3.80	6.20
Cor. week, 1909.....	6.00	8.29	4.85	7.40

## CATTLE.

Good to choice steers.....	\$9.00@10.25
Fair to good steers.....	7.25@9.00
Common to fair heaves.....	6.00@7.25
Inferior killers.....	5.50@6.50
Range steers.....	6.50@9.50
Canner bulls.....	2.25@3.25
Fair to choice vealers.....	9.25@10.00

Heavy calves.....	5.25@9.00
Feeding steers.....	6.00@7.25
Stockers.....	4.75@6.50
Medium to good beef cows.....	4.25@5.75
Common to good cutters.....	3.00@4.00
Inferior to good canners.....	2.50@3.25
Bologna bulls.....	3.75@5.30
Butcher bulls.....	4.50@6.75

## HOGS.

Good to prime heavy.....	\$7.35 @7.50
Good to prime butchers.....	7.32@7.50
Fair to good packing.....	7.45 @7.25
Rough heavy packing.....	7.05 @7.15
Light mixed, 170@200 lbs.....	7.10 @7.25
Choice light, 170@200 lbs.....	7.15 @7.35
Pigs, 110 lbs. and under.....	5.00 @6.50
Pigs, 110@140 lbs.....	6.25 @6.75
Boars, according to weight.....	3.00 @4.50
*Stags, according to weight.....	7.00 @7.65

\*All stags subject to 80 lbs. dockage.

## SHEEP.

Fed yearlings.....	\$5.50@7.00
Native lambs.....	7.50@8.25
Fed native lambs.....	7.25@8.25
Native yearlings.....	5.50@7.00
Feeding lambs.....	6.00@7.00
Feeding wethers.....	3.75@4.40
Breeding ewes.....	3.50@4.25
Good to choice wethers.....	4.35@5.25
Good to choice ewes.....	4.00@4.65

## CHICAGO PROVISION MARKET

## Range of Prices.

SATURDAY, DECEMBER 21, 1912.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
January.....	\$18.12½	\$18.12½	\$17.95	\$17.95
May.....	18.22½	18.27½	18.07½	18.07½
LARD—(Per 100 lbs.)—				
December.....	10.10	10.12½	10.10	10.10
January.....	10.00	10.00	9.90	9.90
May.....	9.97½	10.00	9.85	9.85
RIBS—(Boxed, 25c. more than loose)—				
January.....	9.77½	9.80	9.67½	9.67½
May.....	9.77½	9.80	9.70	9.70

MONDAY, DECEMBER 23, 1912.

PORK—(Per bbl.)—				
January.....	17.95	18.00	17.90	17.92½
May.....	18.12½	18.22½	18.10	18.20
LARD—(Per 100 lbs.)—				
December.....	10.10	10.12½	10.10	10.20
January.....	9.90	9.95	9.90	9.92½
May.....	9.95	10.00	9.92½	9.97½
RIBS—(Boxed, 25c. more than loose)—				
January.....	9.72½	9.75	9.70	9.77½
May.....	9.75	9.80	9.72½	9.77½

TUESDAY, DECEMBER 24, 1912.

PORK—(Per bbl.)—				
January.....	17.90	17.97½	17.90	17.92½
May.....	18.20	18.27½	18.20	18.25
LARD—(Per 100 lbs.)—				
December.....	10.10	10.12½	10.10	10.20
January.....	9.92½	9.95	9.92½	9.95
May.....	9.97½	10.00	9.97½	9.97½
RIBS—(Boxed, 25c. more than loose)—				
January.....	9.72½	9.75	9.72½	9.75
May.....	9.80	9.82½	9.77½	9.80

WEDNESDAY, DECEMBER 25, 1912.

Holiday. No market.

THURSDAY, DECEMBER 26, 1912.

PORK—(Per bbl.)—				
January.....	18.00	18.00	17.95	17.97½
May.....	18.30	18.35	18.27½	18.30
LARD—(Per 100 lbs.)—				
December.....	10.25	10.25	10.20	10.20
January.....	9.97½	9.97½	9.92½	9.92½
May.....	10.02½	10.02½	10.00	10.00

RIBS—(Boxed, 25c. more than loose)—				
January.....	9.77½	9.97½	9.72½	9.75
May.....	9.82½	9.82½	9.80	10.82½

FRIDAY, DECEMBER 27, 1912.

PORK—(Per bbl.)—				
January.....	17.95	17.95	17.62½	17.62½
May.....	18.30	18.30	18.00	18.00
LARD—(Per 100 lbs.)—				
January.....	9.92½	9.92½	9.75	9.75
May.....	9.97½	9.97½	9.85	9.85
RIBS—(Boxed, 25c. more than loose)—				
January.....	9.72½	9.72½	9.57½	9.60
May.....	9.80	9.80	9.67½	9.67½

†Bid. ‡Asked.

## CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Terry &amp; Son, 41st and Halsted Streets.)

Native Rib Roast.....	22	@25
Native Sirloin Steaks.....	20	@28
Native Porterhouse Steaks.....	25	@35
Native Pot Roasts.....	10	@16
Rib Roasts from light cattle.....	14	@16
Beef Stew.....	12½	@15
Boneless Corned Briskets, Native.....	16	@16
Corned Rumps.....	10	@16
Corned Ribs.....	10	@16
Corned Flanks.....	10	@16
Round Steaks.....	10	@22
Round Roasts.....	16	@16
Shoulder Steaks.....	16	@16
Shoulder Roasts.....	15	@16
Shoulder Neck End, Trimmed.....	12½	@16
Rollad Roast.....	16	@16

## Lamb.

Hind Quarters, fancy.....	@18
Fore Quarters, fancy.....	@12½
Legs, fancy.....	@20
Stew.....	@10
Chops, shoulder, per lb.....	@16
Chops, rib and loin, per lb.....	@25
Chops, Frenched, each.....	@12½

## Mutton.

Legs.....	@12½
Stew.....	@6
Shoulders.....	@12½
Hind Quarters.....	@11
Fore Quarters.....	@8
Rib and Loin Chops.....	@16
Shoulder Chops.....	@12½

## Pork.

Pork Loin.....	@15
Pork Chops.....	@16
Pork Shoulders.....	@14
Pork Tenders.....	@40
Pork Butts.....	@15
Spare Ribs.....	@12½
Hocks.....	@11
Pigs' Heads.....	@8
Leaf Lard.....	@16

## Veal.

Hind Quarters.....	@22
Fore Quarters.....	@14
Legs.....	@20
Breasts.....	@15
Shoulders.....	@16
Cutlets.....	@20
Rib and Loin Chops.....	@25

## Butchers' Offal.

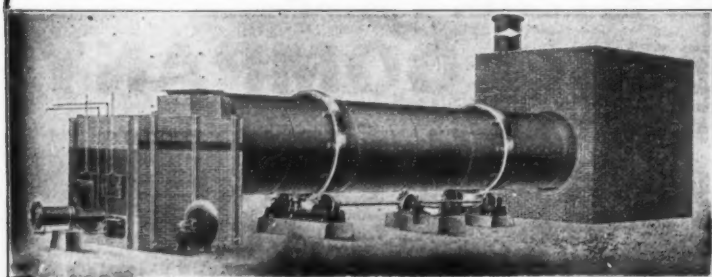
Suet.....	@8½
Tallow.....	@4½
Bones, per cwt.....	@1.00
Calfskins, 8 to 15 lbs.....	@20
Calfskins, under 8 lbs. (deacon).....	@35
Kips.....	@16

AUTOMATIC  
IMPROVED

## TANKAGE PRESSES AND DRYERS

Economical Efficient  
Great CapacitySAVING IN LABOR ALONE IN ONE YEAR WILL  
OFFSET COST TO INSTALLFor Tankage, Blood, Bone, Fertilizer, all Animal and  
Vegetable Matter. Installed in the largest packing-  
houses, fertilizer and fish reduction plants in the world.

Send for Catalogue T. B.

American Process Co.  
68 William St., - - New York



## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

Prime native steers	15	@15 1/4
Good native steers	14	@14 1/4
Native steers, medium	12 1/2	@12 1/2
Heifers, good	11 1/2	@11 1/2
Cows	9 1/2	@10 1/4
Hind Quarters, choice	17	@17
Fore Quarters, choice	11 1/2	@11 1/2

## Beef Cuts.

Cow Chucks	7 1/4	@ 8 1/4
Steer Chucks	11	@11
Boneless Chucks	9	@ 9
Medium Plates	8 1/4	@ 8 1/4
Steer Plates	9 1/4	@ 9 1/4
Cow Rounds	8 1/2	@ 8 1/2
Steer Rounds	10 1/2	@10 1/2
Cow Loins	10 1/2	@10 1/2
Steer Loins, Heavy	29	@29
Beef Tenderloins, No. 1	27	@27
Beef Tenderloins, No. 2	25	@25
Strip Loins	10	@10
Sirloin Butts	14	@14
Shoulder Clods	11	@11
Rolls	13 1/2	@13 1/2
Rump Butts	10 1/2	@10 1/2
Trimnings	8	@ 8
Shank	5	@ 5
Cow Ribs, Common, Light	8 1/2	@10
Cow Ribs, Heavy	12	@12 1/2
Steer Ribs, Light	18	@18
Steer Ribs, Heavy	23 1/2	@23 1/2
Loin Ends, steer, native	17 1/2	@17 1/2
Loin Ends, cow	15	@15
Hanging Tenderloins	13	@13
Flank Steak	13	@13
Hind Shanks	4 1/2	@ 4 1/2

## Beef Offal.

Brains, each	8	@ 8
Hearts	7	@ 7 1/2
Tongues	17 1/2	@17 1/2
Sweetbreads	30	@30
Ox Tail, per lb.	8	@ 8
Fresh Tripe, plain	3 1/2	@ 3 1/2
Fresh Tripe, H. C.	5	@ 5
Brains	8	@ 8
Kidneys, each	6	@ 8

## Veal.

Heavy Carcass Veal	10	@12
Light Carcass	14	@14 1/4
Good Carcass	15 1/2	@15 1/2
Good Saddles	16 1/2	@16 1/2
Medium Racks	12	@12
Good Racks	13 1/2	@13 1/2

## Veal Offal.

Brains, each	6	@ 8
Sweetbreads	65	@65
Plucks	65	@65
Heads, each	20	@25

## Lambs.

Good Caul	12	@12
Round Dressed Lambs	14	@14
Saddles, Caul	13	@13
R. D. Lamb Racks	9	@ 9
Caul Lamb Racks	9	@ 9
R. D. Lamb Saddles	14	@14
Lamb Fries, per pair	10	@10
Lamb Tongues, each	4	@ 4
Lamb Kidneys, each	1 1/2	@ 1 1/2

## Mutton.

Medium Sheep	7 1/2	@ 7 1/2
Good Sheep	9	@ 9
Medium Saddles	9 1/2	@ 9 1/2
Good Saddles	12	@12
Good Racks	7	@ 7
Medium Racks	6	@ 6
Mutton Legs	10 1/4	@10 1/4
Mutton Loins	7	@ 7
Mutton Stew	5	@ 5
Sheep Tongues, each	2 1/2	@ 2 1/2
Sheep Heads, each	10	@10

## Fresh Pork, Etc.

Dressed Hogs	12	@12
Pork Loins	10 1/2	@10 1/2
Leaf Lard	11 1/2	@11 1/2
Tenderloins	24	@24
Spare Ribs	9	@ 9
Butts	10 1/4	@10 1/4
Hocks	8 1/2	@ 8 1/2
Trimnings	9	@ 9
Extra Lean Trimnings	8	@ 8
Tails	6	@ 6
Snouts	4	@ 4
Pigs' Feet	7	@ 7
Pigs' Heads	7	@ 7
Blade Bones	8	@ 8
Blade Meat	8 1/2	@ 8 1/2
Cheek Meat	9 1/2	@ 9 1/2
Hog livers, per lb.	3 1/2	@ 4
Neck Bones	3 1/2	@ 3 1/2
Skinned Shoulders	10 1/2	@10 1/2
Pork Hearts	7	@ 7
Pork Kidneys, per lb.	4	@ 4
Pork Tongues	10	@10 1/2
Slip Bones	5	@ 5
Tail Bones	6	@ 6 1/2
Brains	6	@ 6
Backfat	10 1/2	@10 1/2
Hams	13 1/2	@13 1/2
Culms	12 1/2	@12 1/2
Bellies	15 1/2	@15 1/2
Shoulders	10 1/2	@10 1/2

## SAUSAGE.

Columbia Cloth Bologna	10	@10
Bologna, large, long, round, in casings	9 1/2	@ 9 1/2

Choice Bologna	12	@12
Frankfurters	11 1/2	@11 1/2
Blood, Liver and Headcheese	9 1/2	@ 9 1/2
Tongue	14 1/2	@14 1/2
Minced Sausage	12	@12
Luncheon Sausage, cloth parathene	17	@17
New England Sausage	16	@16
Compressed Luncheon Sausage	16	@16
Special Compressed Ham	16	@16
Beefier Sausage	13	@13
Boneless Butts in casings	18	@18
Oxford Butts in casings	18	@18
Polish Sausage	11 1/2	@11 1/2
Garlic Sausage	12	@12
Country Smoked Sausage	13	@13
Farm Sausage	16	@16
Pork Sausage, bulk or link	10	@10
Pork Sausage, short link	10 1/2	@10 1/2
Boneless Pigs' Feet	9	@ 9
Luncheon roll	14 1/2	@14 1/2
Hams, Bologna	18 1/2	@18 1/2
Jellied Roll	18 1/2	@18 1/2

## Summer Sausage.

Best Summer, H. C., Medium Dry	23 1/2	@23 1/2
German Salami, Medium Dry	22	@22
Italian Salami	23 1/2	@23 1/2
Holsteiner	17	@17
Mettwurst, New	19 1/2	@19 1/2
Farmer	19 1/2	@19 1/2

## Sausage in Oil.

Smoked Sausage, 1-50	5.00	
Smoked Sausage, 2-20	5.50	
Bologna, 1-50	5.50	
Bologna, 2-20	5.00	
Frankfurt, 1-50	6.00	
Frankfurt, 2-20	5.50	

## VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	10.00	
Pickled Plain Tripe, in 200-lb. barrels	7.25	
Pickled H. C. Tripe, in 200-lb. barrels	8.50	
Pickled Ox Lips, in 200-lb. barrels	15.50	
Pickled Pigs' Snouts, in 200-lb. barrels	34.50	
Lamb Tongues, Short Cut, barrels	34.50	

## CORNED, BOILED AND ROAST BEEF.

1 lb., 2 doz. to case	1.95	
2 lbs., 1 or 2 doz. to case	3.75	
6 lbs., 1 doz. to case	14.00	
14 lbs., 1/2 doz. to case	32.00	

## EXTRACT OF BEEF.

2-oz. jars, 1 doz. in box	3.25	
4-oz. jars, 1 doz. in box	4.25	
8-oz. jars, 1/2 doz. in box	11.50	
16-oz. jars, 1/4 doz. in box	22.50	
2, 5 and 10-lb. tins	\$1.50 per lb.	

## BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	19.00	
Plate Beef	19.00	
Prime Mess Beef	19.00	
Extra Mess Beef	19.00	
Beef Hams (220 lbs. to bbl.)	19.00	
Rump Butts	19.00	
Mess Pork, new	18.25	
Clear Fat Racks	23.50	
Family Back Pork	22.50	
Bean Pork	18.50	

## LARD.

Pure leaf, kettle rendered, per lb., tes.	12 1/2	@12 1/2
Pure leaf, kettle rendered, per lb., tes.	11 1/2	@11 1/2
Lard, substitutes, tes.	8 1/2	@ 8 1/2
Lard, compound	8 1/2	@ 8 1/2
Cooking oil, per gal. in barrels	54	@54
Barrels, 1/4c. over tierces; half barrels, 1/4c. over tierces; tubs and pails, 10 to 80 lbs., 1/4 to 1c. over tierces.		

## BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chi-	15 1/2	@15 1/2
cago	14	@14
Cooks' and bakers' shortening, tubs	13	@13

## DRY SALT MEATS.

(Boxed. Loose are 1/4c. less.)

Clear Bellies, 14@16 avg.	13 1-2	@13 1-2
Clear Bellies, 18@20 avg.	13 1-2	@13 1-2
Rib Bellies, 12@14 avg.	11	@11
Regular Plates	11	@11
Clear Plates	10 2-3	@10 2-3
Butts	9 1-2	@ 9 1-2
Bacon meats, 1/4c. to 1c. more.		

## WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.	17 1/2	@17 1/2
Hams, 16 lbs., avg.	17	@17
Skinned Hams	18	@18
Calas, 4@6 lbs., avg.	13 1/2	@13 1/2
Calas, 6@12 lbs., avg.	13 1/2	@13 1/2
New York Shoulders, 8@12 lbs., avg.	14 1/2	@14 1/2
Breakfast Bacon, fancy	23 1/2	@23 1/2
Wide, 10@12 avg., and strip, 5@6 avg.	17 1/2	@17 1/2
Wide, 6@8 avg., and strip, 3@4 avg.	18	@18
Rib Bacon, wide, 8@12, strip, 4@6 avg.	12	@12
Dried Beef Sets	20 1/2	@20 1/2
Dried Beef Insides	23 1/2	@23 1/2
Dried Beef Knuckles	22 1/2	@22 1/2
Dried Beef Outsoles	19	@19
Regular Balled Hams	22 1/2	@22 1/2
Smoked Balled Hams	23	@23
Balled Calas	19	@19
Cooked Lot	26	@26
Cooked Rolled Shoulders	19	@19

## SAUSAGE CASINGS.

F. O. B. CHICAGO.

Rounds, per set	18	@18
Export Rounds	23	@23
Middles, per set	73	@73
Beef bungs, per piece	16 1/2	@16 1/2
Beef weasands	7 1/2	@ 7 1/2
Beef bladders, medium	35	@35
Beef bladders, small, per doz.	45	@45
Hog casings, free of salt	70	@70
Hog middles, per set	12	@12
Hog bungs, export	—	@—
Hog bungs, large mediums	10	@10
Hog bungs, prime	7	@ 7
Hog bungs, narrow	5	@ 5
Imported wide sheep casings	90	@90
Imported medium wide sheep casings	70	@70
Imported medium sheep casings	60	@60
Hog stomachs, per piece	4	@ 4

## FERTILIZERS.

Dried blood, per unit	2.55	@2.57 1/2
Hoof meal, per unit	2.35	@2.45
Concentrated tankage	2.25	@2.30
Ground tankage, 12%	2.37 1/2	@2.37 1/2 and 10c.
Ground tankage, 11%	2.37 1/2	@2.37 1/2 and 10c.
Ground tankage, 8 and 25%	2.30	@2.30 and 10c.
Crushed tankage, 9 and 20%	2.15	@2.15 and 10c.
Ground tankage, 6 1/2 and 30%	18.50	@18.50 and 19.00
Ground rawbone, per ton	24.00	@24.00 and 25.00
Ground steam bone, per ton	18.00	@18.00 and 19.00
Unground tankage, per ton less than ground	50c.	@50c.

## HORNS, HOOFS AND BONES.

Horns, No. 1, 65@70 lbs., aver.	250.00	@275.00
Horns, black, per ton	24.50	@24.50
Horns, striped, per ton	35.00	@35.00
Horns, white, per ton	60.00	@60.00
Flat shin bones, 40 lbs. av., per ton	70.00	@70.00
Round shin bones, 38-40 lbs. av., per ton	75.00	@75.00
Round shin bones, 50-52 lbs. av., per ton	80.00	@80.00
Long thigh bones, 90-95 lbs. av., per ton	80.00	@80.00
Skulls, jaws and knuckles, per ton	27.00	@27.00

## LARD.

Prime steam, cash	10.20	@10.25
Prime steam, loose	9.70	@9.70
Leaf	10 1/2	@10 1/2
Compound	7 1/2	@ 7 1/2
Neutral lard	12 1/2	@12 1/2

## STEARINES.

Prime oleo	10	@11
Oleo, No. 2	9	@ 9 1/2
Mutton	10	@10 1/2
Tallow	8	@ 8 1/2
Grease, yellow	5 1/2	@ 5 1/2
Grease, A white	6 1/2	@ 6 1/2

## OILS.

Lard oil, extra, winter strained, tierces	73	@75
Extra lard oil	68	@70
Extra No. 1 lard oil	58	@60
No. 1 lard oil	54	@56
No. 2 lard oil	52	@54
Oleo oil, extra	13 1/2	@13 1/2
Oleo oil, No. 2	13	@13 1/2
Oleo stock	11 1/2	@11 1/2
Neatsfoot oil, pure, bbls.	65	@70
Acidless tallow oils, bbls.	61	@62
Corn oil, loose	5.00	@5.00 and 5.05
Horse oil	6 1/2	@ 6 1/2

## TALLOW.

Edible	7 1/2	@ 8
Prime city	7 1/2	@ 7 1/2
No. 1 Country	6 1/2	@ 6 1/2
Packers' Prime	6 1/2	@ 6 1/2
Packers' No. 1	6 1/2	@ 6 1/2
Packers' No. 2	5 1/2	@ 5 1/2
Renderers' No. 1	5 1/2	@ 5 1/2

## GREASES.

White, choice	6 1/2	@ 7 1/2
White, "A"	6 1/2	@ 6 1/2
White, "B"	5 1/2	@ 5 1/2
Bone	5 1/2	@ 5 1/2
Crackling	5 1/2	@ 5 1/2
House	5 1/2	@ 5 1/2
Yellow	5 1/2	@ 5 1/2
Brown	4 1/2	@ 4 1/2
Glue stock	5 1/2	@ 5 1/2
Garbage grease	3 1/2	@ 3 1/2
Glycerine, C. P.	18 1/2	@19
Glycerine, dynamite	18 1/2	@19
Glycerine, crude soap	12 1/2	@13
Glycerine, candle	14 1/2	@14 1/2

## COTTONSEED OILS.

P. S. Y., loose	44 1/2	@45 1/2
P. S. Y., soap grade	43 1/2	@44
Soap stock, bbls., concn., 82@85% f. a.	2 1/2	@ 2 1/2
Soap stock, loose, reg., 50% f. a.	1.40	@1.45

## COOPERAGE.

Ash pork barrels	97 1/2	@1.00
Oak pork barrels	1.10	@1.12
Lard tierces	1.37 1/2	@1.40

## CURING MATERIALS.

Refined saltpetre	5 1/2	@ 6 1/2
Boric acid, crystal to powdered	7	@ 7 1/2
Borax	4	@ 4 1/2
Sugar—		
White, clarified	@	4 1/2
Plantation, granulated	@	5
Yellow, clarified	@	4 1/2
Salt—		
Ashton, in bags, 224 lbs.		\$2.25
English packing, in bags, 224 lbs.		1.42
Miligan, granulated, car lots, per ton.		3.25
Miligan, medium, car lots, per ton.		3.25
Casing salt, bbls., 280 lbs. per ton		2.35

## LIVE STOCK MARKETS

### ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., Dec. 24.

Cattle receipts for the week ending tomorrow approximate 17,000 head, of which about 9,000 are Southern. The market the latter part of last week slumped somewhat, but the decline was confined to the medium and common grades in all classes. Beef steers held about steady until yesterday, when an advance of 25c. was noted, and there is an additional advance of 15c. today. We figure the market is a full 40c. and possibly 50c. higher on this class than this time last week. No choice kinds have been on sale and, therefore, nothing in the way of toppy prices can be reported. Choice to prime beef steers are still quotable at \$9.60@10.50. Medium to choice, \$7.40@9.75. Others from \$5@7.50. The demand for she-stuff is strong, although the values are probably no higher than the high time last week. Choice to fancy corn heifers are quoted from \$7.50@8.50; good to choice heifers, \$6.25@7.25; good to choice cows, \$5.25@6.25; fancy cows, \$6.50@7.50; canners and cutters, \$3.50@4.25; fancy bulls, \$6@6.50; good bulls, \$5.25@5.75; sausage bulls, \$4@5; calves, \$6@10; prime veals, \$10@10.25. Southern quotations are as follows: Choice to prime corn-fed steers, \$7.50@7.90; good to choice, \$6.25@7.50; medium grades, \$6.25@7; common grades, \$4@6; canners and cutters, \$3.65@4.50; heavy calves, \$5.25@6.

Hog receipts for the week ending tomorrow are about 45,000. The market has been an active affair for the entire period and has shown steady advances. The top today is \$7.65, as compared with \$7.35 for this time last week. The general quality has only been fair and only a few lots of strictly good hogs have been on sale. The quotations today are as follows: Mixed and butchers, \$7.25@7.65; good heavy, \$7.55@7.65; rough, \$7.10@7.25; lights, \$7.25@7.60; pigs, \$6.35@7.

Only 5,500 sheep were received for the week. This supply was not sufficient for the demand; the consequence has been steadily advancing prices. Lambs, that could only be called fair to good, brought \$8.25 yesterday, while today several bunches that some of the buyers think were not as good as those yesterday, brought \$8.35. Yearlings also show a sharp advance, one band selling today at \$7.05. These prices indicate an advance of 25@40c. over this time last week. Mutton sheep are ranging from \$4.25@4.50, and many more would have gone to scale at this figure had they been here. Good stockers and feeders are quoted at \$3.25@3.65; fair grades at \$2.50@3; culls and bucks, \$2@3.

### KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Dec. 24.

A pre-Christmas run of 3,000 cattle today was taken at strong to 10c. higher prices, though buyers quit early, and a few cattle had to be held over. Added to the gain of 15@25c. yesterday this makes prices as good as two weeks ago, but not quite back up to the high point of this month. December receipts of cattle here will total 160,000 head,

which will be thirty per cent. more than were received last December, and about a normal supply for the month, when compared with Decembers for several years back. This is in line with the heavy purchases of feeding cattle this fall. As a rule these cattle have been marketed after a short feed, nearly all of those bought previous to October 15 having already been shipped out. That leaves moderate holdings in feed lots for the next month or two. Some very good steers brought \$8.90 today, and there will probably not be many sales above nine dollars for some time, bulk of the native steers selling under \$8. Some low-grade Southern cattle form the receipts in quarantine division today, though good meal-fed steers weighing up to 1,150 pounds sold there yesterday at \$7.25. Stock steers sell up to \$6.75 this week, and best feeders at \$7.40.

Hogs arrived to the number of 8,000 today, and the market showed some class; sales strong to five cents higher than yesterday, though the close was weak. Tops brought \$7.45; bulk, \$7.10@7.40. There is not much conflict over prices, packers being content to let things run along on a fresh meat basis till receipts increase, which is expected after the first of the year. Weights will be heavier then also, and doubtless a strong effort will be made to lower prices.

Sheep and lambs are also selling better this week, prices 25@30c. above the close of last week; top lambs today, \$8; yearlings worth up to \$7; wethers, \$5; ewes, \$4.50; feeding lambs, \$6.50@7. This has been the mildest December in the Middle West since 1907, and absolutely free from snow, ideal in every way for feeding, hence fed stock of all kinds is showing good returns to feeders so far.

### OMAHA

(Special Letter to The National Provisioner.)

South Omaha, Neb., Dec. 24.

The demoralized beef and cattle markets in the East last week had a rather depressing effect on the local trade and prices declined fully 25c. on beef steers, and from 25@40c. on cows and heifers. It was the usual ante-holiday slump in the trade, and with very meager supplies so far this week practically all of this decline has been recovered. Prime finished beefs are out of season now and it would take something extra fancy to bring \$9 or over. Good to choice 1,200 to 1,450-pound beefs are selling at \$8.15@8.75; fair to good 1,000 to 1,250-pound beefs are going at \$7.25@8, and the common to fair warmed up and short-fed grades are bringing \$6.25@7 and on down. No Western rangers are coming the season for grassers being practically over. Cows and heifers are selling at a range of \$3.25@6.25, with the big bulk of the fair to good butcher and beef stock around \$4.40@5.60. Veal calves are about a quarter lower than a week ago at \$4.75@8.75, but there is a very good outlet for bulls, stags, etc., at quotably unchanged figures, \$4.40@6.40.

Under the influence of rather moderate supplies of late the market has shown considerable strength. Both local packers and shippers are taking hold freely, indicating a good demand from all sources. Buyers continue to favor the good heavy and butcher weight loads and discriminate against the lighter weights unless they are choice and well finished. In the main, however, the range of prices is rather narrow and the bulk of the sales show a very limited spread. With 7,000 hogs here today the market was

strong to a nickel higher. Tops brought \$7.35, as against \$7.10 last Tuesday, and the bulk of the trading was at \$7.15@7.25, as against \$6.95@7.05 a week ago.

Sheep and lamb supplies have been comparatively light for several days and the market has firmed up considerably all along the line. There is a vigorous demand from all the packers and enough competition from feeder buyers to take care of the rather limited supplies at steady to stronger figures right along. Fat lambs are selling today at \$7@8; yearlings, \$5.50@6.50; wethers, \$3.90@4.90, and ewes, \$3.75@4.50.

### PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, December 21, 1912, are reported as follows:

#### Chicago.

	Cattle.	Hogs.	Sheep.
S. & S. Co. ....	7,143	14,600	10,963
Armour & Co. ....	7,976	24,000	31,489
Swift & Co. ....	6,677	16,900	29,930
Morris & Co. ....	5,752	10,500	12,835
Hammond & Co. ....	3,727	7,400	7,672
Libby, McNeill & Libby. ....	2,548	.....	.....
Anglo-American .....	109	3,900	.....
Boyd-Lumham, 6,500 hogs; Western Packing Co., 8,000 hogs; Roberts & Oake, 6,000 hogs; Miller & Hart, 2,500 hogs; Independent Packing Co., 5,800 hogs; Brennan Packing Co., 4,200 hogs; others, 2,000 hogs.			

#### St. Joseph.

	Cattle.	Hogs.	Sheep.
Swift & Co. ....	1,900	13,227	2,860
Morris & Co. ....	1,350	7,765	1,392
Hammond Packing Co. ....	1,300	7,180	1,529

#### Omaha.

	Cattle.	Hogs.	Sheep.
Morris & Co. ....	1,542	6,146	3,877
Swift & Co. ....	2,038	8,641	5,310
Cudahy Packing Co. ....	3,046	11,137	8,193
Armour & Co. ....	2,063	11,044	4,866
J. W. Murphy, 2,489 hogs; Kohrs Packing Co., 366 hogs; Swartz & Co., 269 hogs; South Omaha Packing Co., 45 cattle.			

#### Sioux City.

	Cattle.	Hogs.	Sheep.
Armour & Co. ....	1,594	11,029	.....
Cudahy Packing Co. ....	1,752	10,853	.....
Swift & Co. ....	.....	4,434	.....
R. Hurn .....	232	251	.....
Statter & Co. ....	110	251	.....
Sacks D. B. Co., 61 cattle; J. L. Brennan Co., 51 cattle; others, 32 cattle; regular buyers, 4,578 cattle; country buyers, 4,973 cattle.			

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# THE WEEK'S CLOSING MARKETS

## FRIDAY'S GENERAL MARKETS.

### Lard in New York.

New York, December 27.—Market steady, Western steam, \$10.55; Middle West, \$10.40; city steam, \$10; refined, Continent, \$10.80; South American, \$11.70; Brazil, kegs, \$12.70; compound, 7½@8¼c.

### Marseilles Oils.

Marseilles, December 27.—Sesame oil, fabrique, — fr.; edible, — fr.; copra oil, fabrique, 89 fr.; edible, 108½ fr.; peanut oil, fabrique, 68½ fr.; edible, 92 fr.

### Liverpool Produce Market.

Liverpool, December 27.—(By Cable).—Beef, extra India mess, —; Pork, prime mess, —; shoulders, —; square, 64s. 6d.; New York, 64s. 6d.; picnic, 58s.; hams, long, 67s.; American cut, 70s. Bacon, Cumberland cut, 60s. 6d.; long clear, 67s. 6d.; short backs, 62s.; bellies, clear, 63s. Lard, spot prime, 52s. American refined in pails, 54s.; 2 28-lb. blocks, 51s. 9d. Lard (Hamburg), 54 marks. Tallow, prime city, 32s. 3d.; choice, 35s. 6d. Turpentine, 31s. Rosin, common, 15s. 1½d. Cheese, Canadian finest white, new, 62s. Tallow, Australian (London), 31s. 9d.@38s. 9d.

## FRIDAY'S CLOSINGS.

### Provisions.

Large interests sold freely. Heavy receipts are looked for.

### Stearine.

Trade continues quiet with the undertone steady.

### Tallow.

Business is of small proportions.

### Cottonseed Oil.

Demand is quiet, with crude oil moving slowly.

Market closed easier, with lard. Sales, 6,600 bbls. Spot oil, \$6.15@6.33. Crude, southeast, \$5.20 nominal. Closing quotations on futures: December, \$6.16@6.25; January, \$6.16@6.17; February, \$6.17@6.20; March, \$6.21@6.22; April, \$6.25@6.26; May, \$6.30@6.32; June, \$6.33@6.35; July, \$6.35@6.37; good off oil, \$5.65@6.25; off oil, \$5.70@6.25; red off oil, \$5.50@6.10; winter oil, \$6.20@7; summer white, \$6.20@7.

## FRIDAY'S LIVESTOCK MARKETS.

Chicago, December 27.—Hogs slow. Bulk of prices, \$7.40@7.55; light, \$7.20@7.57½; mixed, \$7.25@7.65; heavy, \$7.25@7.65; rough heavy, \$6.90@7.05. Yorkers, \$7.20@7.35; pigs, \$5.25@7.10. Cattle market weak. Beeves, \$5.70@9.50; cows and heifers, \$2.75@7.50; Texas steers, \$4.60@5.80; stockers and feeders, \$4.25@7.40; Westerns, \$5.75@7.60. Sheep market steady, 10c. lower; natives, \$3.85@5.25; Westerns, \$4@5.30; yearlings, \$5.75@6.85; lambs, \$5.95@8.25; Western, \$6.30@8.25.

Cleveland, December 27.—Hogs steady, at \$7.70@7.75.

Buffalo, December 27.—Hogs opened lower, with 8,000 on sale; prices, \$7.75@7.85.

Kansas City, December 27.—Hogs strong, at \$6.40@7.55.

Sioux City, December 27.—Hogs steady, at \$7.05@7.40.

St. Louis, December 27.—Hogs steady, at \$7.30@7.70.

St. Joseph, December 27.—Hogs higher, at \$7.10@7.45.

St. Paul, December 20.—Hogs strong, at \$7.10@7.30.

Louisville, December 27.—Hogs higher, at \$7.35@7.80.

South Omaha, December 27.—Hogs steady, at \$7.05@7.40.

Indianapolis, December 27.—Hogs steady, at \$7.50@7.70.

## RECEIPTS AT CENTERS

### SATURDAY, DECEMBER 21, 1912.

	Cattle.	Hogs.	Sheep.
Chicago	500	8,064	1,000
Kansas City	200	1,558	
Omaha	100	3,706	3,000
St. Louis	900	4,800	
St. Joseph		3,800	
Sioux City	200	4,500	300
St. Paul	300	2,000	500
Oklahoma City	50	250	
Fort Worth	900	900	
Milwaukee	25	4,426	
Denver	400		
Louisville		3,275	
Indianapolis	400	5,000	
Pittsburgh		3,000	1,500
Cincinnati	203	1,993	89
Cleveland	40	2,000	
Buffalo	550	4,800	5,600
New York	708	2,546	2,204

### MONDAY, DECEMBER 23, 1912.

Chicago	10,000	29,127	24,000
Kansas City	7,800	6,223	3,000
Omaha	2,000	4,881	10,700
St. Louis	5,565	8,386	2,186
St. Joseph	1,600	4,000	500
Sioux City	1,500	4,000	4,000
St. Paul	1,500	2,800	1,100
Oklahoma City	1,000	500	
Fort Worth	1,200	500	
Milwaukee		1,068	
Denver	500	300	2,000
Louisville		4,400	
Detroit		100	
Wichita		304	
Indianapolis	800	3,000	
Pittsburgh	1,400	8,000	6,500
Cincinnati	1,567	3,901	500
Cleveland	400	6,000	600
Buffalo	3,800	14,500	14,400
New York	4,050	14,126	12,285

### TUESDAY, DECEMBER 24, 1912.

Chicago	3,500	15,074	10,000
Kansas City	3,000	8,248	1,500
Omaha	1,000	6,761	2,500
St. Louis	800	5,000	1,000
St. Joseph	300	3,000	1,500
St. Paul	800	2,100	1,000
Oklahoma City	300	500	
Fort Worth	800	200	
Milwaukee		2,085	
Denver	100	600	300
Louisville	125	845	
Detroit		200	
Wichita		900	
Indianapolis	50	5,000	
Pittsburgh		3,000	1,500
Cincinnati	198	2,670	38
Cleveland	100	3,000	2,400
Buffalo	150	5,600	1,200

### WEDNESDAY, DECEMBER 25, 1912.

Holiday.

### THURSDAY, DECEMBER 26, 1912.

Chicago	10,500	17,000	21,000
Kansas City	6,000	6,000	5,000
Omaha		3,000	
St. Louis	3,653	10,048	2,785
St. Joseph		2,600	
Sioux City		1,800	
St. Paul		400	
Milwaukee		4,661	
Louisville		1,700	
Detroit		3,500	
Wichita		910	
Indianapolis		7,000	
Cincinnati	673	3,870	102
Cleveland		4,000	
Buffalo	100	5,600	3,600
New York	2,258	10,716	10,337

### FRIDAY, DECEMBER 27, 1912.

Chicago	3,500	20,000	17,000
Kansas City	1,000	4,500	3,000
Omaha	1,400	7,700	2,500
St. Louis	2,000	7,500	1,800
St. Joseph	600	4,800	
Sioux City	500	4,000	1,000
St. Paul	500	300	
Fort Worth	350	1,400	200
Oklahoma	500	300	

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending December 21, 1912:

### CATTLE.

Chicago	37,560
Kansas City	23,568
Omaha	6,402
East St. Louis	19,044
St. Joseph	9,266
Cudahy	688
Sioux City	3,345
South St. Paul	3,350
New York and Jersey City	11,853
Philadelphia	4,620
Pittsburgh	2,213
Denver	781

### HOGS.

Chicago	116,060
Kansas City	40,451
Omaha	36,680
East St. Louis	34,135
St. Joseph	28,213
Cudahy	22,824
Sioux City	12,340
Ottumwa	13,762
Cedar Rapids	17,854
South St. Paul	41,898
New York and Jersey City	4,380
Philadelphia	10,338
Pittsburgh	4,520
Denver	

### SHEEP.

Chicago	105,262
Kansas City	21,562
Omaha	23,129
East St. Louis	8,226
St. Joseph	6,806
Cudahy	470
Sioux City	3,775
South St. Paul	5,418
New York and Jersey City	55,061
Philadelphia	11,787
Pittsburgh	5,531
Denver	1,851

## NEW YORK LIVE STOCK

### WEEKLY RECEIPTS TO DECEMBER 23, 1912.

	Beeves.	Calves.	lamb.	Hogs.
New York	3,029	2,870	5,945	16,069
Jersey City	3,781	1,711	33,748	20,849
Central Union	2,825	438	12,700	—
Lehigh Valley	2,318	640	2,644	—
Scattering		104	44	4,960
Totals	11,953	5,763	55,081	41,898
Totals last week	11,768	5,152	47,144	42,302

## CHRISTMAS ON PRODUCE EXCHANGE

Each year the members of the New York Produce Exchange relieve themselves of the monotonous activity to which they are subjected from day to day. This respite occurs at the Christmas season, and this Yuletide period has not proved an exception. Hilarity is in evidence and pranks between the individuals of the Exchange are always in order around the holidays, but the event which is looked forward to is the festival which the members furnish to several hundred women and children, unfortunately situated, in the lower part of New York City.

During the past few years this form of entertainment has proved such a pronounced success that there will be no deviation of importance in the plans concerning the affair this year. It will take place on Tuesday, December 31, beginning at 1:30 p. m. The arrangement committee reports the customary satisfactory response on the part of the members to the call for financial aid, and the guests of the Exchange will be well provided for.

It is estimated that fully 3,000 women and children will be in attendance. The immense trading floor of the Exchange will be again converted into a circus ground, and professional talent has been engaged to gladden the hearts of those present. A band of thirty pieces will enliven the affair, and following the conclusion of the entertainment baskets will be distributed which will contain eatables and appropriate toys.

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# Retail Section

## LEARN TO BE A BETTER BUSINESS MAN

### V—Stopping Store Leaks

By A. M. Burroughs.\*

[EDITOR'S NOTE.—This is the fifth of a series of articles written by a famous business authority which we hope will be read by every retailer who sees it. It is intended, as the title indicates, as a means of helping retailers to become better business men. They can well afford to read and ponder over the experiences of their fellow-retailers in other lines and to profit by them. These articles will fit in nicely with the series of "Practical Talks with Shop Butchers," which have been appearing on this page, and which will continue to appear from week to week. Read both of them, Mr. Butcher.]

If you had a barrel of corned beef out in the icehouse which was disappearing a piece at a time, when would you want to know about it, the first day, or at the end of the year?

#### Over-Weight and Over-Measure.

Food Inspector Ottesen of Iowa, while checking weights and measures at Waterloo, Iowa, found five grocers whose scales gave over-weight. These five pairs of scales Ottesen said "long weighted" each of these grocers out of hundreds of dollars every year.

One grocer was selling about 50 lbs. of lard a day, at  $\frac{1}{4}$  ounce over-weight. This one leak, on one kind of goods, aggregated about \$40 a year.

What applies to grocers applies to butchers with even greater force on this point of over-weighting.

#### Bad Buying.

The average retailer is a poor buyer. Ninety per cent. of all retail stores over-buy. The biggest store leak is in the failure of the retailer to turn his capital often.

He should keep accurate records, through the use of duplicate sales slips, or other means, of all sales. Then he will not be likely to duplicate the mistake, even if he doesn't prevent it the first time.

A wholesaler's discount—a shading of the market price—is a loss if the goods will not sell. The retailer must not buy for the extra discount, but for the profit.

#### Incompetent Help.

Every employee in the retail store should be put on a merit basis. The clerk who isn't able to sell goods at a profit is incompetent and unprofitable to the store. Keeping him is like letting the faucet remain open in the vinegar barrel—only it is profits and not vinegar which are leaking.

#### Loss of Goods from Stock.

A big New York store, doing a business of \$10,000,000 a year, estimates that 2 per cent. of its sales, or \$200,000, is stolen from the store every year. If this same proportion of goods is stolen from the average retail store, then the store doing a business of \$50,000 a year would lose \$1,000 through theft of goods from stock.

#### Failure to Charge Goods Sold on Credit.

When a sale is made on credit and no record is made of it, the retailer stands to

lose the profit he should make on the sale; the time which has been invested in the buying; the time invested in the selling of the goods; the cost of the labor of handling the goods; the cost of keeping them on the shelves, and several other losses, including the big loss which the carelessness will cause in other work.

#### Wasteful Bookkeeping.

It costs more money sometimes to keep incomplete records in an unsystematic way, than it would cost to keep complete records in the right way.

The bookkeeping system should be up to date. It should be carefully worked out by experts. It should be especially designed for the store. It should give the exact information needed, as economically as possible.

#### Errors in Adding Figures.

The amount of money lost in the average store every year through mistakes in figures is enormous.

A customer gets his bill. It is a little less than he expected, but he thinks possibly he made a mistake. He pays on your figures.

If it happens to be a little more than he expected he asks you about it, and you spend some valuable time finding the error and correcting it.

If you make a mistake in your figures you are sure to lose, whether it is against you or against the other fellow.

#### Figuring Profits Wrong.

A recent investigation conducted by the

## A Butcher Behind This Book

"THE RETAIL BUTCHER," by R. S. Mathews, is a 104-page book for practical butchers, written by a practical butcher, and a successful one.

It took him 15 years to write this book! A long time, you say? Yes, but think of the experience he was gathering during all that time! It was a life-time of practical experience that he put into this work. He tells you all he has learned, and gives you the exact facts and figures. No guess-work; actual practical results. Tests, formulas, recipes—everything a practical butcher needs and wants to know.

You can't afford to be without this book.

**Price: bound in cloth, \$1.25**

**In leather, \$2.00**

**THE NATIONAL PROVISIONER**

116 Nassau Street, New York

Burroughs Adding Machine Company showed that fully 75 per cent. of all retailers figure profits on a basis which gives them 3 per cent. to 8 per cent. less than they think they are getting, often figuring themselves out of any profit.

This is the vital end of a business. What is the use to sell goods, if profit, the whole purpose of selling, is lost in bad methods of figuring prices.

#### Failure to Charge All Expenses.

All expenses are going to come out of the gross profits whether they are put down as a part of the cost of doing business or not.

If a man pays out \$20 a month for rent, he will not find it to his credit in the bank at the end of the year, even if he doesn't charge it into the expense of doing business.

The same applies to every kind of expense in the business. Every one of the leaks mentioned in this chapter is an expense, whether you charge it as such or not.

It is better to err on the side of too liberal charging of expenses and find an unaccounted-for balance in the bank, than to find a puzzling deficit caused by not charging all your expenses. The deficit may disable you just when failure to pay a big bill means bankruptcy.

#### Failure to Discount Bills.

If a retailer turns his capital every week and discounts all his bills at 2 per cent., the clean profit from this source alone amounts in a year to a sum greater than his capital—52 times 2 per cent. is 104 per cent. If he doesn't take the discount, he loses it, of course.

(To be continued.)

#### BE CAREFUL IN CASHING CHECKS.

It is quite a common practice for retailers, especially those living in the country where there are no banks available, to cash checks for customers. It is an accommodation which is commonly asked and given without particular thought or consideration. Retailers are, of course, glad to accommodate their customers, and customers are glad to be accommodated in this way, because it is the only available way whereby they can obtain cash for their checks.

Of course, the average customer believes the check to be all right, and would not under any circumstances ask that a check be cashed did he not have perfect confidence in its integrity. Nevertheless, the cashing of checks is rather a precarious business, and it is not safe for anyone to cash checks promiscuously for customers, their friends and everyone in general.

Furthermore, many of the checks presented are applied in part in payment for the customer's bill, and here is another "tie that binds" the dealer to cash check for his customers. At the same time, it is certainly taking a risk.

Checks are sometimes forged; it sometimes happens that there is no money in the bank wherewith to pay a check when presented. Checks are drawn by unscrupulous people who have no funds in the bank and take this method to tide themselves over tight

\*Copyrighted, 1912, by The Burroughs Adding Machine Company.

places. If a dealer cashes a check and the check is returned marked "No funds," he has to look to his customer, or other person for whom he cashed the check, for redress, and he may get it and he may not. If he is not reimbursed he must pocket the loss.

The world, the country and the community are infested with swindlers, and swindles are frequently perpetrated by innocent people, just as may be the case involving the cashing of a check where the person who presented it received it in good faith and the dealer who cashed it did so in good faith.

A merchant should not encourage the practice; he should cash as few checks as possible, even for friends and customers, and he should cash none whatever if he can possibly avoid it. At any rate, it is a precaution due to himself that he scrutinize the check, so far as possible, which he agrees to cash, noting the name of the bank, its location, the signature, to see if it is apparently genuine, and if any considerable sum of money is involved, in these days of long distance telephoning one can quite easily call up a bank, even at a distant point, and ascertain if the check is good.—New England Grocer.

#### LOCAL AND PERSONAL.

J. V. Lopezich has purchased the meat market of Vidis & Vulelich at Globe, Ariz.

Tauscher & Koerner have opened a meat market at Ellis, Kan.

Turner & Dennis have opened a meat business at Blythedale, Mo.

S. Josephon has sold his meat market at Ottawa, Ill., to Chas. Montague.

C. Mall has sold his meat market at Clay Center, Kan., to J. Mugler.

### RETAIL CUTS OF BEEF

Retailers should read the article on Retail Beef Cuts appearing on page 17 of this issue, and look at the pictures of retail cuts on pages 16 and 17.

Irving & Kindes have purchased J. C. Coonrod's meat market at Forest, Ind.

H. A. Bowman has opened a meat market at Rossvale, Wash.

Hoebel & Vandehy have opened a meat market at Little Chute, Wis.

Wm. Palmer has purchased the meat market of A. Book at Benwood, W. Va.

Gerard & Company have opened a new meat market at Marion, Ind.

Wood Bros. have engaged in the meat business at Atlanta, Ga.

C. S. Paul has opened a new market at Woodstock, Ont.

The meat firm of C. K. Rose & Company at Honeoye Falls, N. Y., has been dissolved.

O. O. Bicknell has opened a new market at Bristol, Vt.

Caton & Fronk have engaged in the meat business at Dansville, N. Y.

N. Nagel will add a meat department to his grocery business at Portsmouth, O.

W. O. Seranton has opened a new butcher shop in the Keplinger building at El Dorado, Kan.

J. A. Marmont has sold out his butcher shop at 206 East Main street, Chanute, Kan., to J. L. Young & Son.

J. P. Alexander has purchased the Idana meat market at Clay Center, Kan., of Mr. Craig.

P. L. Spears has opened a butcher shop in the W. Newcomb grocery store at Iola, Kan.

The McCreia Mercantile Company has opened up a meat department at Newcastle, Wyo.

Frank Schlappenhash has sold out his meat market at Pender, Neb., to his brother, Peter, who will continue the business, and Frank will engage in the meat business in Brunswick, Neb.

J. E. Luke has disposed of his meat market at Oxford, Neb., in this city.

C. L. & Dawson Grigsby are engaging in the meat business at Medicine Lodge, Kan.

Tom Carby has just moved his meat market into a new location at Solomon, Kan.

Jesse Raburn has opened a butcher shop in the Roger building at Beaumont, Kan.

J. W. Hamleton has opened a butcher shop in the Mingle building at Manchester, Okla.

C. W. Lewis has purchased the Morrison Meat Market at Abilene, Kan.

Magan & Cole have disposed of their butcher shop at Cherryvale, Kan., to Truman D. Sowers.

Chas. McConley has sold out his meat and grocery business at Benton Harbor, Mich., to Lyon & Van Meter.

Glen Adsit has just engaged in the meat business at Otsego, Mich.

Mr. Yost has retired from the meat firm of Broadbeck & Yost at North Platte, Neb.

M. C. O'Brien has sold out his meat business at Cozad, Neb.

H. V. Luedke has sold out his butcher shop at Beemer, Neb., to A. F. Lowe.

M. Armstrong has sold out his butcher shop at Western, Neb.

J. J. Jones has purchased the business of the Equitable Meat & Grocery Company at St. Anthony, Ida.

The dissolution is reported of the meat and grocery firm of Passer & Gold at Salt Lake City, Utah.

Waltz & McGinty, meat dealers at Hartington, Neb., have dissolved partnership.

Chas. Jones has been succeeded in the meat business at Ceresco, Neb., by A. Riggs.

The Crawford Meat Market at Seneca, Neb., has been burned.

The Goff-Crook meat market at Waverly, Wash., has been destroyed by fire.

## BUTCHERS! ATTENTION!!

**DO YOU WANT TO MAKE 1913 MORE PROSPEROUS?**

Then—START THE NEW YEAR BY MAKING SAUSAGE WITH THAT WONDERFUL MONEY MAKER—THE BUFFALO BALL BEARING SANITARY SILENT MEAT CUTTER.

**Good Sausage—The Key to a Prosperous Meat Business!**

To make a good sausage, it must be cut right. The machine to do this is the **World-Known "Buffalo" Ball Bearing Silent Meat Cutter.**

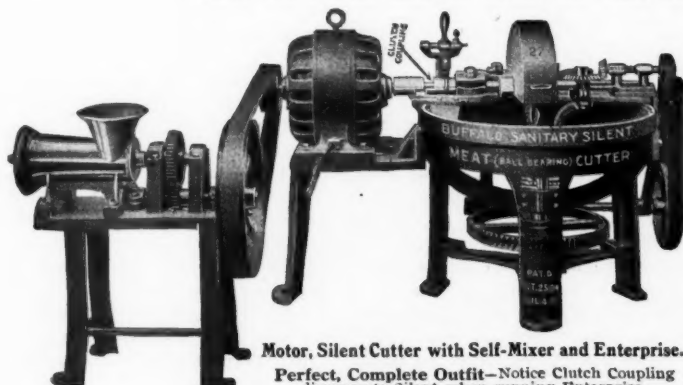
Thousands of butchers have already realized this, are using the **BUFFALO Cutter** and are building up a large and prosperous business.

Why do all the successful packers and butchers use the **Buffalo Silent**? THERE IS A REASON!

**JOHN E. SMITH'S SONS CO., PATENTEES AND MANUFACTURERS BUFFALO, N. Y.**

## AT LAST! A Solution of the Problem

"HOW TO MAKE MONEY EVEN AT THE HIGH COST OF MEAT."



Motor, Silent Cutter with Self-Mixer and Enterprise. Perfect, Complete Outfit—Notice Clutch Coupling disconnects Silent when running Enterprise.

On account of the high cost of meats, people are looking more favorably and more often towards Sausage.

**Now is your time!** Make your own Sausage. You can make the most delicious, juicy sausage at a **very good profit**, if you use the **"Buffalo" Silent Cutter.**

**This Machine** cuts the meat very fine (does not mash it) and saves the juice, which, with the water added, turns out the finest quality of juicy, tender sausage meat, and the increase in your profits would surprise you.

**Good Home-Made Sausage** will draw trade. Write for further particulars.

**John E. Smith's Sons Co.**

Patentees and Mfrs. **BUFFALO, N. Y.**

# New York Section

Turkeys were not so high, after all. That is, if you knew where to go!

Swift & Company's sales of fresh beef in New York City for the week ending December 21, 1912, averaged 10.80 cents per pound.

A Long Island City butcher was fined in court last week for using sulphuric acid on his chopped meat to give it the desired red color. Butchers should know by this time that such practices no longer pay.

The Arlington Beef Company, L. Hauser, proprietor, has recently purchased the old-established shop at No. 610 Amsterdam avenue. Mr. Hauser has been in business on Second avenue for many years, and is pleased with his new shop.

City weight and measure inspectors were busy this week looking out for short-weight turkeys. They seized many, which were given to the poor at the municipal lodging house. Butchers caught short-weighting their holiday trade were summoned to court.

A petition in bankruptcy has been filed against the Atlantic Beef Company, retail dealers in meat and produce at No. 287 Eighth avenue, and No. 588 Hudson street. Liabilities are \$5,000 and assets \$2,000. Judge Holt has appointed Frederick S. Edick as receiver.

W. F. Zalesky, who was in business in New York for many years, has moved to his new quarters, corner Twelfth avenue and First street, Mount Vernon. He has a small compact corner store, and is building up a good trade through Mt. Vernon, Westchester and the surrounding towns.

The trade will be pleased to learn that Manny Kann, for many years salesman at the Jos. Stern & Son plant on West Thirty-ninth street, is back in harness after a very serious illness of over five months, when his life was often despaired of. But he knew the butchers needed him here, so he stayed.

The French Market at No. 633 Amsterdam avenue, is one of the shops that is doing a good business and making money just now. Manager M. Falk is satisfied that the good quality of meats he handles is the principal reason why his business shows a steady increase each year.

The federal authorities are after New York State farmers and speculators who are again trying to ship in "bob" veal. Four Orange county farmers were arrested at Goshen last week. Chief Inspector Houck of the federal inspection service expects to secure indictments in several more cases soon.

The big new packinghouse opened about a year ago at No. 126 South Fourth avenue, Mount Vernon, is steadily increasing its business. The proprietor, George Herold, who conducted the big Second avenue packing-

house at the corner of 111th street and Second avenue for many years, is a veteran and knows pigs intimately.

Adolph Kahn, of Tenth avenue, has a rather unusual way of disposing of his worn-out horses. Instead of selling them for still harder work in their old age, he very humanely puts them out of their misery by shooting them. His experience in the Chinese army has made him a crack sharpshooter, one of his trophies from the Boxer uprising being a fine Chinese army rifle.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending December 21, 1912, by the New York City Department of health: Meat.—Manhattan, 7,435 lbs.; Brooklyn, 12,890 lbs.; total, 20,325 lbs. Fish.—Manhattan, 250 lbs.; Brooklyn, 22 lbs.; Bronx, 50 lbs.; Queens, 117 lbs.; total, 439 lbs. Poultry and game.—Manhattan 4,715 lbs.; Brooklyn, 453 lbs.; Bronx, 600 lbs.; total, 5,768 lbs.

Dan Winant was very much in evidence on the West Side last week. He did all he could to break up the beef shows by sending up his buyer, J. E. Schiffmacher (who has held that position with this old-established Front street house for more than 38 years) to buy 'thirty of the heaviest cattle in the New York Butchers' Dressed Meat Company show. Then he called on the S. & S. Company and bought fifty of their Christmas cattle. Mr. Schiffmacher has established a record as buyer for one firm, as 38 years is certainly a long time.

The meat trade has smiled broadly this week over the attempt of a New Rochelle society matron to induce the health authorities to prohibit the public exhibition of dressed meat carcasses in shop windows. In this case her objection was that the "dressed" exhibits were "undressed," and therefore indecent! She feared the immoral effect of the exhibits upon children. She received small consolation from the authorities, who declared that it would not surprise them to receive a request next that all dressed poultry be required to wear petticoats.

An unusual accident occurred in front of I. Cahn's big Ninth avenue market last Tuesday night. A huge motor truck driven by a drunken chauffeur ran up on the sidewalk headed for the big show windows that were filled with Christmas poultry. It appeared as though the entire front of the store was to be wrecked, but the wheels caught the big supporting post of the steel awning that extended over the sidewalk and ripped it from its foundations as though made of matchwood. The post at the other end was also torn loose, with the big flagstone that held it, the curb supports were broken through and the overhead supports badly twisted. The chauffeur was immediately arrested and the owner of the truck

notified. Several pedestrians, including two women, narrowly escaped being crushed to death. Mr. Cahn was fortunate that he was able to do business on Wednesday, the busiest day in the year for the retail butcher.

One of the oldest established shops in New York, that did a big business when the majority of the younger generation of butchers were making mud pies, is still doing a fine business and catering to the old aristocracy around Washington Square. It is the old Rockaway Market at No. 168 Sixth avenue, conducted by John E. Ritter. This store is a landmark, and butcher shops are extremely scarce in that neighborhood. Mr. Ritter takes a great deal of justifiable pride in the fact of his being the proprietor of this old and successful store, where generations of families have been trading. Mr. Ritter is of the old school, when butchers wore high silk hats while cutting meat, and were always polite and accommodating to the smallest customer. He was not as many butchers of today, who have a continual grouch because business is bad, and think it clever to tell a child to go smell of the hook when she asks for five cents worth of liver. Perhaps that's one of the reasons that business is bad with such men. The proprietor of the Old Rockaway Market does not consider it beneath his dignity to sell a child a penny's worth of trimmings.

## OUT AMONG THE TRADE.

H. C. Learn, in charge of the S. & S. Company's branch house at North Delaware avenue, Philadelphia, was formerly with the company in New York. After being transferred to the Quaker City branch he claims to have been born in Philadelphia, uses the broad A and the trolley, and conducts himself as a real cultured Quaker City personage is supposed to conduct himself.

There is always something new under the sun. The very newest is the fine new office of W. T. Riley & Co., the well-known packinghouse products brokers of Philadelphia, who have recently opened on the main floor of the Bourse building, close to the principal entrance used by members on entering and leaving the floor. The new office is handsomely furnished, and the business is rapidly growing, as Mr. Riley has many friends in the trade who rely on his good judgment, and know they can always depend on him.

The Armour branch house on North Delaware avenue in Philadelphia is almost as well known as its capable manager, Joe Lyons, who has been with the company at this branch for the past fifteen years. He knows beef, pork, small stock alive, dressed, fresh or frozen. His friends are his customers, and his customers are his friends. That's why he has been selling Armour's goods for almost eighteen years. Alas, he has forgotten the old home town; forgotten also are the New York friends of the good old days when Manhattan Market was his stamping



# HEARN West Fourteenth St., New York.

**NO MEATS  
GROCERIES  
LIQUORS BUT EVERYTHING  
IN  
DRY GOODS.**

ground. Now he has aspirations to be the village constable in the suburb where he lives!

George Moland, the Quaker City dried beef prince, has set sail for Florida on a pleasure trip. Mr. Moland is a hard, conscientious worker, and does not often leave business, but when he does he feels that he has earned a vacation. Besides, he leaves his business in most competent hands, considering that three of his office staff have been with the firm for the past 93 years all told; the oldest 48 years, the next 26 years and the third 19 years. There are not many packinghouses in existence that can show a record for as long service as this, and each of the three says he is growing younger and better every year. They call the 19-year man the office baby, and threaten him with a Christmas tree if he's good. This is one office where harmony reigns supreme, and good fellowship always exists.

Philadelphia is no longer Slowtown, as far as the retail butchers are concerned. They are energetic and very much awake, if the new sanitary market is considered. This new market is at No. 116 Market street. Although only open a month, it has already built up a fine business. It was fitted up along the lines of a strictly sanitary market in every respect. The floor is marble, the walls are spotless, the benches are tables, and not being enclosed, there are no corners where pieces of fat or grease can lodge. There are no back counters to get soiled. This is something decidedly new, and an improvement, as a back counter is a nuisance and not a necessity, as so many butchers seem to think it is. The meats are cut and attractively displayed on porcelain dishes on the benches. The ice house has a large sheet of plate glass across the front and a fine display of cut meats on view. The show window is arranged the same way, and a large glass showcase just outside of the door has the different larger joints of meat on view. Everything is fresh cut every day and neatly ticketed. The proprietor, Peter Lacovra, who was for eighteen years with Geikler Bros., the big hotel supply and wholesale butchers, is a young man who knows his business thoroughly. His slogan is: "No pieces; cut clean; get the price; honesty in all transactions," and he is surely making good. One item alone shows what a good business has been built up in this new store; more than one hundred skin back hams, boned and rolled, and cut as desired, are sold weekly.

## J-M INSULATING MATERIALS

J-M Pure Cork Sheets J-M Mineral Wool  
J-M Impregnated Cork Boards J-M Granulated  
J-M Rock Wool Insulating Cork  
J-M Hair Felt  
J-M Waterproofed Indurated Fibre Boards, Etc.  
Write us as to your requirements.

**H. W. JOHNS-MANVILLE CO.**  
NEW YORK AND EVERY LARGE CITY



If the Electric Trucks in the service of a single New York concern were loaded and placed one above the other they would make a column higher than the famous Singer Building, tower and all.

### The Horse Must Go

The faithful but inefficient horse is passing. Horseflesh is high—feed is expensive—stabling and insurance are costly. The Electric never gets tired or sick, never slips or falters, but works quietly and quickly every day.

### The Electric Has Come To Stay

Just think—the Adams Express Company owns over 250 Electric Vehicles, The Ward Corby Company of New York has 215, the New York Transportation Company has 125, the American Express Company has 104, and so on down the list of successful businesses in all lines everywhere.

### 58 Concerns Own 2292 Electrics

In March, 1912, 58 concerns in the United States were operating an aggregate of 2292 Electric Vehicles valued at \$8,000,000. When 58 shrewd, far-thinking concerns own an average of nearly 38 Electrics each, it is time for YOU to investigate. Upon request we will gladly send you interesting literature about Electric Commercial Vehicles. Write today.

Public interest and private advantage both favor the Electric



## ELECTRIC VEHICLE ASSOCIATION OF AMERICA

124 W. 42nd STREET  
NEW YORK

BOSTON

CHICAGO

(53)

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Good to choice native steers.....	\$7.85@8.00
Poor to fair native steers.....	4.85@ 7.75
Oxen and stags.....	4.00@ 7.25
Bulls and dry cows.....	3.00@ 6.50
Good to choice native steers one year ago.....	6.65@ 7.75

## LIVE CALVES.

Live veal calves, common to prime, per 100 lbs.....	9.00@11.50
Live calves, barnyard.....	@ 5.00
Live veal calves, Western, per 100 lbs.....	@ 6.50

## LIVE SHEEP AND LAMBS.

Live lambs, common to prime, per 100 lbs.....	@ 8.50
Live lambs, yearlings.....	@ 5.75
Live lambs, culls.....	4.50@ 5.50
Live sheep, common to prime, per 100 lbs.....	3.50@ 4.00
Live sheep, wethers, per 100 lbs.....	@ 4.75

## LIVE HOGS.

Hogs, heavy.....	@ 8.20
Hogs, medium.....	@ 8.15
Hogs, 140 lbs.....	@ 8.15
Pigs.....	@ 8.10
Rough.....	6.90@ 7.10

## DRESSED BEEF.

### CITY DRESSED.

Choice native heavy.....	13½@14½
Choice native light.....	12½@13½
Native, common to fair.....	10½@11½

### WESTERN DRESSED BEEF.

Choice native heavy.....	13 @ 13½
Choice native light.....	12½ @ 13
Native, common to fair.....	12 @ 12½
Choice Western, heavy.....	@ 12
Choice Western, light.....	11 @ 11½
Common to fair Texas.....	10 @ 10½
Good to choice helpers.....	10½ @ 11
Common to fair helpers.....	@ 10
Choice cows.....	@ 10
Common to fair cows.....	9 @ 9½
Common to fair oxen and stags.....	10½ @ 11
Fleshy Bologna.....	9 @ 9½

## BEEF CUTS.

	Western.	City.
No. 1 ribs.....	16 @ 17	19 @ 20
No. 2 ribs.....	13 @ 15	15 @ 16
No. 3 ribs.....	10 @ 11	12 @ 14
No. 1 loins.....	16 @ 17	@ 21
No. 2 loins.....	13 @ 15	@ 17
No. 3 loins.....	10 @ 12	@ 13
No. 1 hinds and ribs.....	14 @ 15	16 @ 16½
No. 2 hinds and ribs.....	13 @ 14	13½ @ 14½
No. 3 hinds and ribs.....	@ 12	11½ @ 12½
No. 1 rounds.....	11 @ 12	11½ @ 12
No. 2 rounds.....	@ 10	10½ @ 11
No. 3 rounds.....	9 @ 9½	9 @ 10
No. 1 chucks.....	11 @ 12	12 @ 12½
No. 2 chucks.....	9 @ 10	11 @ 11½
No. 3 chucks.....	6½ @ 8	9 @ 10

## DRESSED CALVES.

Veals, city dressed, good to prime, per lb.....	@ 18
Veals, country dressed, per lb.....	@ 16
Western calves, choice.....	@ 16
Western calves, fair to good.....	@ 15
Western calves, common.....	@ 13
Grassers and buttermilks.....	@ 11

## DRESSED HOGS.

Hogs, heavy.....	@ 10½
Hogs, 180 lbs.....	@ 10½
Hogs, 160 lbs.....	@ 10½
Hogs, 140 lbs.....	@ 10½
Pigs.....	@ 11½

## DRESSED SHEEP AND LAMBS.

Spring lambs, choice, per lb.....	@ 14½
Lambs, good.....	@ 13½
Sheep, choice.....	@ 8½
Sheep, medium to good.....	@ 8
Sheep, culls.....	5 @ 6

## PROVISIONS.

### (Jobbing Trade.)

Smoked hams, 10 lbs. avg.....	@ 15½
Smoked hams, 12 to 14 lbs. avg.....	@ 15½
Smoked hams, 14 to 16 lbs. avg.....	@ 14½
Smoked picnics, light.....	@ 13½
Smoked picnics, heavy.....	@ 12½
Smoked shoulders.....	@ 12½
Smoked bacon, boneless.....	@ 17

Smoked bacon (rib in).....	@ 16
Dried beef sets.....	@ 18
Smoked beef tongue, per lb.....	@ 21
Pickled bellies, heavy.....	@ 12½

## FRESH PORK CUTS.

Fresh pork loins, city.....	13 @ 13½
Fresh pork loins, Western.....	11 @ 12½
Fresh pork tenderloins.....	@ 30
Frozen pork tenderloins.....	@ 28
Shoulders, city.....	12½ @ 13½
Shoulders, Western.....	12 @ 13
Butts, regular.....	12 @ 12½
Butts, boneless.....	12½ @ 13½
Fresh hams, city.....	14 @ 14½
Fresh hams, Western.....	13½ @ 14
Fresh picnic hams.....	12½ @ 13

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 50@65 lbs. cut.....	70.00 @ 80.00
Flat shin bones, avg. 40@50 lbs. cut, per 100 bones, per 2,000 lbs.....	60.00 @ 65.00
Hooft, black, per ten.....	30.00 @ 35.00
Thigh bones, avg. 90@95 lbs. cut, per 100 bones, per 2,000 lbs.....	90.00 @ 95.00
Horns, 7½ oz. and over, steers, first quality, per ton.....	@ 270.00

## BUTCHERS' SUNDRIES.

Fresh steer tongues.....	90 @ 115c. a piece
Fresh cow tongues.....	60 @ 70c. a piece
Calves' heads, scalded.....	45 @ 50c. a piece
Sweetbreads, veal.....	45 @ 75c. a pair
Sweetbreads, beef.....	20 @ 25c. a pound
Calves' livers.....	20c. a pound
Beef kidneys.....	@ 15c. a piece
Mutton kidneys.....	@ 3c. a piece
Livers, beef.....	@ 10c. a pound
Oxtails.....	8 @ 9c. a piece
Hearts, beef.....	6 @ 7c. a pound
Rolls, beef.....	15 @ 25c. a pound
Tenderloin beef, Western.....	27 @ 35c. a pound
Lambs' fries.....	@ 8c. a pair
Extra lean pork trimmings.....	12½ @ 13c. a pound
Blade meat.....	@ 13c. a pound

## BUTCHERS' FAT.

Ordinary shop fat.....	@ 2½
Suet, fresh and heavy.....	@ 6
Shop bones, per cwt.....	@ 25

## SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	@ 80
Sheep, imp., medium, per bundle.....	@ 60
Sheep, imp., per bundle.....	@ 40
Sheep, domestic, wide, per bundle.....	@ 70
Sheep, domestic, medium, per bundle.....	@ 50
Sheep, domestic, narrow med., per bundle.....	@ 25
Hog, American, free of salt, tea, or bbls., per lb., f. o. s. New York.....	@ 70
Hog, extra narrow selected, per lb.....	@ 70
Hog, in kegs, 1 cent over bbls. or tea.....	@ —
Hog, middles.....	@ 12
Beef rounds, domestic, per set, f. o. b. Chicago.....	@ 18
Beef rounds, export, per set, f. o. b. New York.....	@ 23
Beef hungs, piece, f. o. b. New York.....	@ 16½
Beef middles, per set, f. o. b. New York.....	@ 75
Beef middles, per set, f. o. b. Chicago.....	@ 73
Beef weasands, per 1,000, No. 1s.....	@ 8
Beef weasands, per 1,000, No. 2s.....	@ 4½

## SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	18½	20½
Pepper, Sing., black.....	12	14
Pepper, Penang, white.....	18	20
Pepper, red Zanzibar.....	14	17
Allspice.....	6	8
Cinnamon.....	16	20
Coriander.....	4½	6
Cloves.....	23	26
Ginger.....	10	13
Mace.....	70	75

## SALTPETRE.

Crude.....	4½ @ 5
Refined—Granulated.....	@ 5½
Crystals.....	5½ @ 7
Powdered.....	@ 6

## GREEN CALFSKINS.

No. 1 skins.....	@ .26
No. 2 skins.....	@ .24
No. 3 skins.....	@ .14
Branded skins.....	@ .18
Ticky skins.....	@ .18
No. 1 B. M. skins.....	@ .28
No. 2 B. M. skins.....	@ .21
No. 1, 12½-14.....	@ 2.95
No. 2, 12½-14.....	@ 2.70
No. 1 B. M., 12½-14.....	@ 2.45
No. 2 B. M., 12½-14.....	@ 2.20
No. 1 kips, 14-18.....	@ 3.15
No. 2 kips, 14-18.....	@ 2.90
No. 1 B. M. kips.....	@ 2.65
No. 2 B. M. kips.....	@ 2.40
No. 1, heavy kips, 18 and over.....	@ 4.00
No. 2, heavy kips, 18 and over.....	@ 3.75
Branded kips.....	@ 2.20
Heavy branded kips.....	@ 2.55
Ticky kips.....	@ 2.45
Heavy ticky kips.....	@ 2.50

## DRESSED POULTRY.

Turkeys—Dry packed—	
Mid., Del. and Jersey hens and toms.....	@ 26
State and Pennsylvania, selected.....	@ 24
Western, dry-picked, selected, bbls.....	@ 22½
Western, dry-picked, av. best, bbls.....	@ 22
Western, scalded, selected, bbls.....	@ 23

## FRESH KILLED.

Fowl—Dry packed, 12 to box—	
Western boxes, 48 to 55 lbs. to doz., dry-picked, fancy.....	@ 15½
Western boxes, 36 to 42 lbs. to doz., dry-picked.....	@ 14½
Fowl—Barrels—	
Southern and S. Western, dry-picked, avg. best.....	@ 14½
Other Poultry—	
Old Cocks, per lb.....	11½ @ 12
Squabs, prime, white, 10 lbs. to doz. per doz.....	@ 4.50

## LIVE POULTRY.

Fowls, Western, av. best, via freight.....	@ 13½
Fowls, via freight, Southern prime.....	@ 13
Old roosters, per lb.....	@ 9
Turkeys, hens and toms, mixed.....	@ 20
Ducks, Western, per lb.....	@ 15
Geese, per lb., Western.....	@ 14
Guineas, per pair.....	@ 65
Pigeons, per pair.....	@ 25

## BUTTER.

Creamery, Extras.....	37 @ 37½
Creamery, Firsts.....	32 @ 35
Process, Extras.....	26½ @ 27½
Process, Firsts.....	26½ @ 26

## EGGS.

Fresh gathered, extras.....	31 @ 32
Fresh gathered, extra firsts.....	29 @ 30
Fresh gathered, firsts.....	27 @ 28
Fresh gathered, seconds and lower grades.....	22 @ 26
Fresh gathered, dirties.....	16 @ 18
Fresh gathered, checks.....	14 @ 16
Refrigerator firsts, local storage, charges paid.....	18½ @ 19½
Refrigerator firsts on dock.....	18½ @ 19

## FERTILIZER MARKETS.

### BASIS, NEW YORK DELIVERY.

Bone meal, steamed, per ton.....	20.00 @ 20.50
Bone meal, raw, per ton.....	@ 27.50
Hoof meal, per unit, Chicago.....	2.50 @ 2.55
Dried blood, West, high grade, fine, f. o. b. Chicago, prompt.....	2.60 @ 2.65
Nitrate of soda—spot.....	@ 2.60
Bone black, discard, sugar house del. New York.....	24.00 @ 25.00
Dried tankage, N. Y., 11 to 12 per cent. ammonia.....	2.75 and 10c.
Tankage, 11 and 15 p. c., f. o. b. Chicago, prompt.....	2.35 and 10c.
Garbage tankage, f. o. b. New York.....	@ 9.00
Fish scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate, delivered, New York (nominal).....	2.90 and 10c.
Foreign fish guano, testing 13@14% ammonia and about 10% B. Phos. Lime, c. i. f. Charleston and New York.....	3.20 and 10c.
Wet, acidulated, 7 p. c. ammonia per ton, f. o. b. factory (35c. per unit available phos. acid).....	@ —
Sulphate ammonia gas, for shipment, per 100 lbs., guar., 25%.....	@ 3.25
Sulphate ammonia gas, per 100 lbs., spot, guar., 25%.....	@ 3.25
So. Carolina phosphate rock, ground, per 2,000 lbs., f. o. b. Charleston.....	6.50 @ 7.70
So. Carolina phosphate rock, undried, f. o. b. Ashley River, per 2,240 lbs.....	3.50 @ 3.75
The same, dried.....	3.75 @ 4.00

# THE NATIONAL PROVISIONER

NEW YORK AND CHICAGO

PUBLISHED EVERY SATURDAY

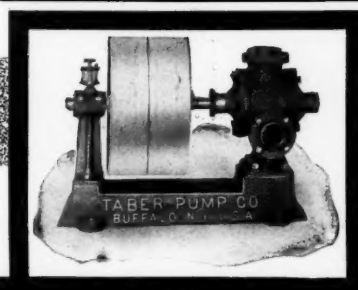
DECEMBER 28, 1912

THE SUN NEVER SETS ON  
**TABER PUMPS**  
"THE STANDARD PACKING HOUSE PUMPS OF THE WORLD"

**TABER PUMP COMPANY**  
BUFFALO, N.Y.

**30 DAYS TRIAL**

TABER SAVES LABOR



Established 1857

## Rohe & Brother

**Pork and Beef Packers and Lard Refiners**

Export Office  
344 Produce Exchange

NEW YORK

Main Office  
527 West 36th Street

Curers of the Celebrated  
"REGAL" Ham, Breakfast Bacon  
and Shoulder

Manufacturers of the  
Famous Brand "PURITY" Lard  
GOODS FOR EXPORT AND HOME  
TRADE IN ANY DESIRED PACKAGE

**PACKINGHOUSES**

534 to 540 W. 37th St. 538 to 548 W. 36th St.  
547 to 549 W. 35th St.

**EXCELLENCE****SUPERIORITY****PURITY****SUPREME****HAMS — BACON — LARD****JUST AS GOOD AS THEY CAN BE MADE**

E. ST. LOUIS  
OKLAHOMA CITY  
ST. JOSEPH

**MORRIS & COMPANY**  
CHICAGO

KANSAS CITY  
SO. OMAHA

**WESTERN PACKING and PROVISION COMPANY**

UNION STOCK YARDS, CHICAGO  
COMMISSION SLAUGHTERERS AND PACKERS  
KILLERS FOR EASTERN PACKERS

Members American Meat Packers' Association.

Dressed Beef, Hogs, Sheep, Veal and all Products  
Complete Government Inspection



# PACKING, ABATTOIR AND U. S. INSPECTED HOUSES: See the New Government Inspection Ruling?

The Viscera (paunches, entrails, pluck and liver) must be handled in such manner as will prevent contact with floor. All official establishments are required duly to supply trucks or other suitable receptacles for the purpose. (See U. S. Dept. of Agriculture Bulletin No. 67.)

## THE BRECHT PAUNCH TRUCK fills the bill



Accepted as the standard and most practical truck for the purpose. A great number are already in use, bought by leading establishments for their *LABOR-SAVING EFFICIENCY* (even in advance of the above ruling which now makes their use imperative).

**METHOD OF USE:** The truck is pushed under the beef while hanging on the Beef Tree, when the butcher drops into it firstly the entrails, then the paunch and pluck; the liver is deposited in the box provided for it at upper part of truck (see cut). Inspection is now made and contents then wheeled to destination.

Making them in large quantities and of one standard and accepted pattern enables us to supply them at a minimum price and of a quality that will give the longest service.

**WIRE FOR PRICE** stating quantity wanted. Address Dept. "N."

## THE BRECHT COMPANY

ESTABLISHED 1853.

Manufacturers of All Machinery, Equipment and Tools Pertaining to the Packing House and Meat Industry, Cold Storages, Refrigerators, Market and Store Fixtures, etc.

Main Offices and Factories: **ST. LOUIS, MO.** 1234 Cass Avenue

NEW YORK: 174-176 Pearl St.

SAN FRANCISCO:  
143-149 Main Street

DENVER: 14th and Wazee Sts.

HAMBURG

BUENOS AYRES

# WE BUY CATTLE TAILS AND HOG HAIR

HIGHEST PRICES PAID AT ALL TIMES. SEND  
US SAMPLE, NAME QUANTITY AND DELIVERY  
OFFERED. CORRESPONDENCE SOLICITED.

## SULZBERGER & SONS COMPANY

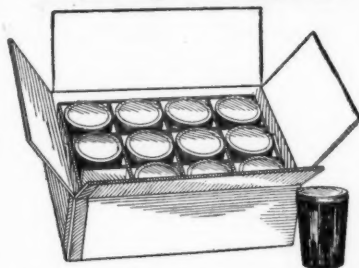
U. S. YARDS, CHICAGO

Mark all Communications for "CURLED HAIR DEPARTMENT"

SEE PAGE 51 FOR ALPHABETICAL INDEX

SEE PAGE 52 FOR CLASSIFIED INDEX

**Science in Packing Means  
A Saving in Shipping**



**Proper Protection is an  
Assurance of Safe Delivery**

### Sefton Waterproofed Corrugated Freight Boxes

**FOLD FLAT FOR STORAGE—SEAL WITH GLUE FOR SHIPMENT**

Minimize:

Labor in Packing  
Breakages

Weight  
Freight Charges

Cost of Boxes  
Storage Space

Meat and other food products, whether packed in glass, paper cartons or metal cans, ship economically in our Corrugated Freight Boxes.

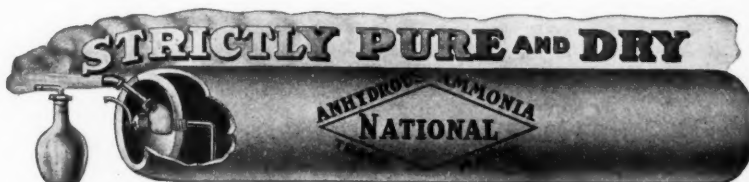
No design of shipping package gives as good protection or offers as sanitary a method of packing.

*Tell us what you ship, or better still, send a sample article, and we will design a practical box and forward to you with quotation and catalogue.*

**The Sefton Manufacturing Co., 1323 W. 35th St., Chicago, Ill.**

Factories: Chicago, Ill. Anderson, Ind. Brooklyn, N. Y.

WE  
MADE IT  
GOOD



ITS FRIENDS  
MADE IT  
FAMOUS

## THE NATIONAL AMMONIA COMPANY

PHILADELPHIA

ST. LOUIS

NEW YORK

Write us for nearest stock location

# THE UNITED DRESSED BEEF COMPANY

## OF NEW YORK

Telephone No. 2800 Murray Hill, Connecting all Departments

### CITY DRESSED BEEF PACKERS AND EXPORTERS

*Manufacturers of Beef Casings, Dried Blood, Fertilizers, Oleo Oils, Stearines, Prime City Tallow, Ground Bone, Horns and Cattle Switches, Selected Hides*

**HIGHEST PRICES PAID FOR SHOP FAT, SUET, LONG FAT, HIDES, ETC.**

43d and 44th Streets

First Avenue and East River

WALTER BLUMENTHAL, President.

IRVING BLUMENTHAL, Treasurer.

MARTIN ROTHSCHILD, Secretary.

## The G. H. Hammond Company

PACKERS

CHICAGO

EXPORTERS

### Dressed Beef, Pork, Veal and Mutton

"Rosebud" and "COIN SPECIAL" brands of HAMS, BACON and SAUSAGES.

"White Star" Pure Lard and the Famous "Tewkesbury" Neutral.

"Coin Special" and "CALUMET" brands of Canned Meats, Beef Extracts.

"Mistletoe" Butterine.

NEW YORK—53-97 Warren St.

LIVERPOOL—8 Victoria St.

HAMBURG—Paulsen Haus

ROTTERDAM—1-b Reederijstraat

## St. Louis Dressed Beef and Provision Co.

ST. LOUIS, U. S. A.

PACKERS OF  
**Beef, Pork, Veal and Mutton**

Distributors of all kinds of Fresh and  
Cured Meats and Packing House products

**ROSEBUD HAMS AND BACON**  
**CALUMET HAMS AND BACON**

**Sunflower Brand** PURE OPEN KETTLE  
**White Star Brand** RENDERED LARD  
**Pure Lard**

Manufacturers of all kinds of Sausage and caterers  
to the needs of any market in quantities to suit

**Our Brands Insure and Guarantee Quality**  
GOVERNMENT INSPECTION IN ALL DEPARTMENTS

## OMAHA PACKING COMPANY

**BEEF and PORK PACKERS** LARD REFINERS and  
SAUSAGE MANUFACTURERS

**ROSEBUD** HAMS and BREAKFAST BACON have that delicious corn-fed flavor that cannot be excelled

**U. S. GOVERNMENT INSPECTION**

of all our products insures their wholesomeness, and our "ROSEBUD," "CALUMET" and "WHITE STAR" brands insure

**PERFECTION and CLEANLINESS of MANUFACTURE**

CHICAGO



1882

**BRITTAIN & COMPANY**  
**Packers of Fine Provisions**  
**MARSHALLTOWN, IA.**

1912

"The Best is always the Cheapest"

"Quality Counts"

**THE CUDAHY PACKING COMPANY**

CHICAGO OMAHA KANSAS CITY SIOUX CITY LOS ANGELES WICHITA  
 Packers and Curers of the Famous Diamond C and Rex Brand Meats and Lard

**JOHN J. FELIN & CO.,** SLAUGHTERERS,  
 PACKERS and CURERS,

Manufacturers  
of the famous

HIGH GRADE PORK PRODUCTS AND AIR DRIED BEEF  
**PHILADELPHIA PORK SAUSAGE and SCRAPPLE**

Office and Salesroom, 4142-4148 GERMANTOWN AVE., PHILADELPHIA, PA. Members American Meat Packers' Association.

1874

**BOYD, LUNHAM & CO.**  
**PACKERS and LARD REFINERS**

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Packinghouse:  
 Union Stock Yards

Quality and Prices

**STREETT & CORKRAN CO.**

Union Stock Yards

BOTH Satisfactory

Pork Packers and Lard Refiners

Baltimore, Md.

**C. KLINCK PACKING COMPANY**

NATIONAL  
BRAND OF  
PROVISIONS

**PORK AND BEEF PACKERS**

DAISY  
BRAND OF  
LARD

EAST BUFFALO, NEW YORK

**NORTH PACKING & PROVISION CO.**

Packers, Jobbers and Exporters of Provisions

MANUFACTURERS NORTH STAR BRAND PORK PRODUCTS

New York Office  
 444 PRODUCE EXCHANGE

Boston Store  
 33 and 34 NORTH MARKET STREET

General Office and Packing Houses  
 SOMERVILLE, MASS.

**PITTSBURG PROVISION & PACKING CO.,**  
**BEEF and PORK PACKERS**

Union Stock Yards  
 PITTSBURG, PA.

Manufacturers of  
 Oleo Oils, Oleo Stearine, Tallow, Greases, Beef Casings, Fertilizers, etc.  
 Crescent Brand Hams, Lard, Breakfast Bacon All Our Products are U. S. Government Inspected  
 THE CELEBRATED BRAND IRISH HAMS AND BREAKFAST BACON.



**SPECIAL H. M. P.**

CHARLES HERENDEN MILLING COMPANY,

REPUBLIC BUILDING.

**FLOUR**

A MONEY MAKER FOR YOU  
 GIVES BEST RESULTS  
 WE GUARANTEE IT

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**INDEPENDENT  
 PACKING CO.**

41st and Halstead Sts., Chicago, Ill.

**Packers and  
 Commission Slaughterers**

**BEEF and MUTTON  
 PORK and PROVISIONS**

Members American Meat Packers' Association.

FOR THIRTY YEARS THE

**DEERFOOT FARM SAUSAGE**

Has been famous as the finest of all pork sausage on the market. It costs more because it contains ALL the best parts of the pig, including the hams, and is flavored with the choicest of spices.

There are many imitations. Ask your dealer for the "Deerfoot" and examine the wrapper. Be sure no other is substituted.

**DEERFOOT FARMS CO.**

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Boston Store, 9 Bosworth St.

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For sale by all first-class dealers

# J. J. BUCKLEY, PORK PACKER

Pure Kettle Rendered Lard. Fine Hams, Bacon, etc. Philadelphia Scrapple. Famous New England Brand of Sausages.  
CORRESPONDENCE SOLICITED. 16 to 40 West 2d Street, CHESTER, PA.



This trade-mark on Hams, Bacon, Sausage and Lard is a guarantee of the highest quality and the greatest care in manufacture.

JOHN P. SQUIRE & COMPANY  
Packing House, EAST CAMBRIDGE, MASS.

Order through  
B. FRANKFELD & CO.  
309 Produce Exchange, New York

## St. Louis Independent Packing Co.

BEEF AND PORK PACKERS AND SHIPPERS OF

WESTERN DRESSED BEEF AND PORK

Mixed cars of Beef, Pork and Provisions a specialty. We own and operate INDEPENDENT LINE of Refrigerator Cars.  
Branch House: PITTSBURG, PA. Main Office and Packing House: ST. LOUIS, MO.  
Eastern Representatives: BOSTON, P. G. Gray Co., BALTIMORE, W. B. CASSELL; NEW YORK, L. A. Christian

## GEO. A. HORMEL & CO. PORK PACKERS

AUSTIN, MINNESOTA

### DAIRY BRAND HAMS, BACON AND LARD

Branches: MINNEAPOLIS, ST. PAUL, DULUTH, HOUGHTON

## JOHN REARDON & SONS CO., Cambridge, Mass.

Oleo Oil, Stearine, Tallow, Grease, Fertilizers, Bones, etc.

HIGHEST PRICES PAID FOR FATS

## BERKSHIRE HAMS and BACON

CURED BY MILLER & HART, (INC.)  
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Buyers of Green Meats Sellers of Cured Products

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PACKERS AND SAUSAGE MANUFACTURERS

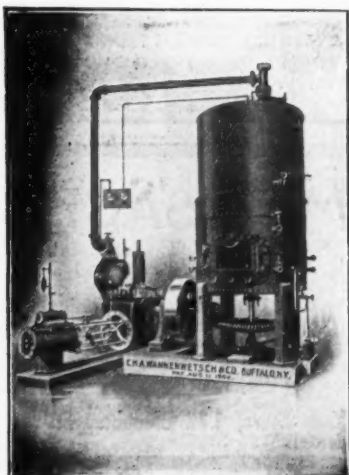
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BRAND

SAUSAGE, HAMS, BACON AND LARD  
SUMMER SAUSAGE OUR SPECIALTY  
CHICAGO

## Garbage Disposal Plants

DIGESTORS, DRYERS AND PERCOLATORS  
WE HAVE THE MOST ECONOMICAL SYSTEM KNOWN. WE SAVE THE LARGEST PER CENT. OF GREASE. WE DESIGN, MANUFACTURE AND ERECT COMPLETE PLANTS OF ANY CAPACITY.

**The C. O. Bartlett and Snow Co.**  
Cleveland, Ohio, and 50 Church St., New York City



WON ITS REPUTATION ON MERIT  
THE ORIGINAL AND WELL KNOWN

## WANNENWETSCH SYSTEM

SANITARY RENDERING AND DRYING APPARATUS  
MANUFACTURED BY

**C. H. A. WANNENWETSCH & CO.**

INVENTORS AND SOLE OWNERS

DESIGNING AND CONSULTING  
ENGINEERS

BUFFALO, N. Y., U. S. A.  
WRITE FOR PARTICULARS

## The Simplex Hog Dehairing and Polishing Machine For Small Slaughterers

The Simplex machine will now enable the small man to equip his plant so that no one will have an advantage over him on clean hogs. The hogs passed through our Simplex machine are so thoroughly dehaired and polished that there are no hand-scraped hogs that can compare with them in appearance. No hand scrapers are needed with this machine, and only two shavers are required to finish the hogs after they come out of the machine. Smallest slaughterer can well afford to install this machine even though he may want to dehair only 25 hogs per day, as the machine does perfect work and at less labor than is required by hand.

Our Hog Dehairing Machines and Beaters are made under the following patents: U. S. patents, Feb. 17, 1903; April 12, 1910; Sept. 27, 1910; June 6, 1911; June 6, 1911; Aug. 29, 1911; Dec. 26, 1911; Feb. 6, 1912. Others pending. And also under patents in Great Britain, Germany, France and Denmark, and other pending foreign patents.



Length of machine including scalding tub, sixteen feet

Head room required, nine feet  
Only 7 H. P. required to operate this machine

BEATER MACHINE—SIMPLEX TYPE.

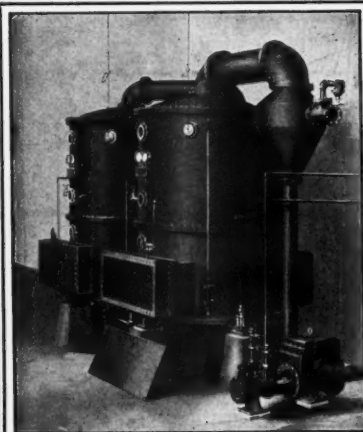
U. S. Patents—April 12, 1910; Sept. 27, 1910; June 6, 1911; June 6, 1911; Dec. 26, 1911; others pending.

Write for prices and full information.

**THE ALLBRIGHT-NELL COMPANY**

*Manufacturers of Packing House and Abattoir Machinery.*

CHICAGO, ILL., U. S. A.



Are You a Progressive? Then Install

## The Zaremba Patent Evaporator

For TANKWATER and GLUE

Built in all sizes from 100 to 10,000 gallons per hour

*We offer, not the excellence of yesterday, but the excellence of today*

THE WISE PACKER investigates and buys from  
**ZAREMBA COMPANY** Buffalo, N. Y.

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## Kiln-Dried Hardwood Sawdust

We keep constantly on hand a good stock of kiln-dried hardwood sawdust. Just the article you need

## For Smoking Meats

## BALED SHAVINGS AND DRY, PINE SAWDUST

for insulating cold storage plants, or for stable bedding.

We can load from 350 to 400 bales in a 34 foot car.  
Get our delivered prices. They will be right.

**SHAVINGS AND SAWDUST COMPANY, 2416 West 23rd Street, Chicago, Ill.**



# THE FEDERAL

## ONE TON TRUCK

### \$1800



Federal one-ton chassis, including seat, \$1800. Body type at purchaser's option. Wheel base optional, 110 inch or 144 inch. Motor, 4 cylinders, 30 horse-power. Magneto, high tension. Clutch, 16 inch cone. Transmission, three speeds forward and reverse. Tires solid, 36 x 3½ inch front and 36 x 4 inch rear. Timken bearings.

## The Largest Users of Trucks Buy the Federal

These large users of Motor Trucks have owned, tested and investigated many different makes from one ton to four ton capacity.

Experience has taught them the essential features to look for to insure efficiency.

That the Federal has measured up to the high standard set by these large users of trucks, and has withstood the many severe tests to which it has been subjected is shown by the many re-orders.

Write for booklet—"The Federal in Your Line."

### A Few of the Largest Users of Trucks Who Operate Federals

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Marshall, Field & Co., Chicago, Ill.  
Portland Ry. Light & Power Company, Portland, Ore.  
Ward Bread Company, New York City  
Motor Bus Transit Co., Gary, Indiana.  
Breuner Furniture Co., San Francisco, Cal.; Sacramento, Cal.; Oakland, Cal.  
Wm. J. Lemp Brewing Co., St. Louis, Mo.  
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**The Federal Motor Truck Company    Detroit, Michigan**  
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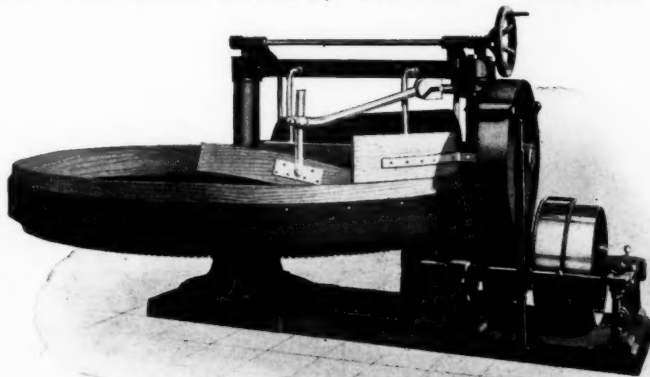
# The Mechanical Manufacturing Company

Union Stock Yards, Chicago, Illinois

The Largest Manufacturers in the World of

## Modern Packing House Machinery and Equipment

We have the latest in machinery for the Abattoir, for the Oleo and Canning departments; for the manufacturers of Butterine, Lard and Sausage; for the Wool, Hair and Glue Houses, and the Fertilizer. Our line also includes Dressing Rail Conveyers, Rolling Benches, and Elevators. We handle a complete line of Packing House Sanitary Equipment and Supplies. For more information write us fully.

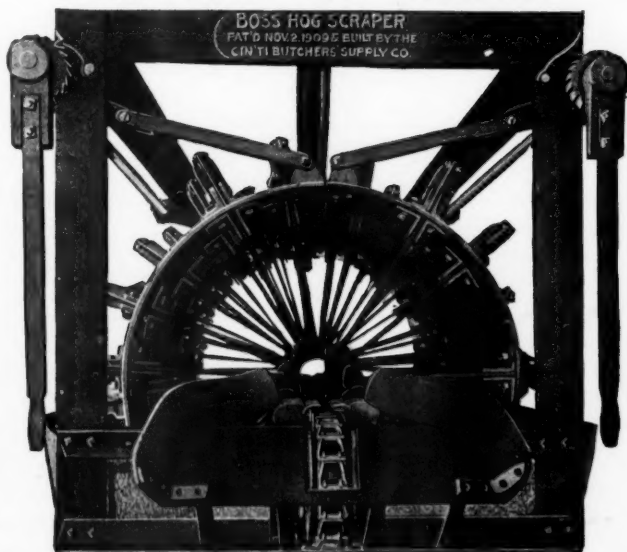


BUTTERINE WORKER

## "BOSS" HOG SCRAPERS *THEIR GREAT RECORD* The Best and Cheapest

THE WORLD BEATERS for sanitary, fast and economical cleaning

Front View of "BOSS" SCRAPERS



NOTE: Heavy angle iron frame, boiler plate cylinder with heavy bessemer steel scraper arms; their long bearings and the great number of body and belly scrapers, set to scrape clean.

BOSS SCRAPERS CLEAN HOGS the correct way with new, immensely practical devices.

NO damaged meats. NO hair in livers. BOSS SCRAPERS remove hair as done with hand scrapers, but with more pressure to take scurf and dirt out of the skin.

NO constant repairing and expenses. BOSS SCRAPERS clean hogs by drawing them through steel scrapers set to scrape clean.

BOSS SCRAPERS require little power, little attention, and wear little, but do great work.

Time to scrape a hog about 5 seconds.

RECENT SALES, to be installed soon:

Kingan & Co., Indianapolis, Ind.: Complete BOSS HOG KILLING OUTFIT.

Nashville Abattoir H. & M. Association, Nashville, Tenn.: Complete BOSS HOG KILLING OUTFIT

Wm. Schludeberg & Sons, Baltimore, Md.: Complete BOSS HOG KILLING OUTFIT.

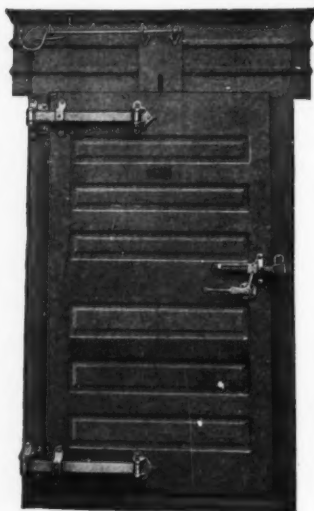
THE CINCINNATI BUTCHERS SUPPLY CO.

Manufacturers "BOSS" Machines

CINCINNATI - - - OHIO

We Are Buyers  
of all kinds  
**Beef and Hog Casings**

Write to us  
**F. A. HART & COMPANY**  
Union Stock Yards, Chicago  
Direct Importers  
Russian and English Sheep Casings



## This is a Contract

We invite users of

### Refrigerator Doors and Windows

who are contemplating erection or remodelling plants to write us for

### Sample Door and Frame COMPLETE

We will forward it to size required. If it is not satisfactory from every standpoint to YOU in style, workmanship, efficiency and plan, it is YOUR PROPERTY WITHOUT CHARGE or any obligation to us whatever.

(Signed)

**Jones Cold Store Door Co.**  
HAGERSTOWN, MD., U.S.A.

**A. WEISKOPF**  
Est. 1885.  
Manufacturer of  
**THERMOMETERS and HYDROMETERS**  
Accuracy guaranteed.  
12-18 South Clinton St. Chicago, Ill.

## GENERAL PROVISION COMPANY

Import **SAUSAGE CASINGS** Export  
Amsterdam, Holland 296 Pearl Street, New York Berlin, Germany

Established 1873

## WAIXEL & BENSHEIM

Importers and Exporters of  
**SAUSAGE CASINGS** GERMANY  
MANNHEIM

Established 1868

## S. OPPENHEIMER & CO. SAUSAGE CASINGS

2700-2706 Wabash Ave., Chicago 96-100 Pearl St., New York

## BECHSTEIN & CO. Importers and Cleaners of SAUSAGE CASINGS

CHICAGO: 112-114 Michigan Street NEW YORK: 50 WATER STREET  
LONDON: 118 Great Suffolk Street Telephone No. 1251 Broad

## ILLINOIS CASING COMPANY Sausage Casings

Exclusive Manufacturers of Genuine "Zero Pickle"  
120 W. MICHIGAN STREET - - - CHICAGO

## MOCKRAUER & SIMONS Sausage Casings HAMBURG

## BERTH LEVI & CO. SAUSAGE CASINGS

Importers and Exporters  
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## CONSOLIDATED CASING CO. SAUSAGE CASINGS

MANUFACTURERS, IMPORTERS AND EXPORTERS  
West Phila. Stock Yards, 30th & Race Streets, Philadelphia, Pa.  
Branch of Consolidated Dressed Beef Co.

## Packers Architectural & Engineering Company

Special Packing House Engineers and Designers

D. E. WASHINGTON, M. C. E., Mgr. and Chief Engineer

Wright Building

ST. LOUIS, MO.

Cable Address: Pacaroo

## VAN CREVELD & FABRE Cleaners of SAUSAGE CASINGS

ROTTERDAM Specialty—SELECTED SHEEP and PIG CASINGS, BEST in the market Ask Quotation HOLLAND

## E. E. JOHNSTON

BUYER OF ALL KINDS OF LIVE STOCK  
Office: LIVE STOCK EXCHANGE EAST BUFFALO, N. Y.



## A Good, Old Scotch-Irish Presbyterian Administration. Now Watch Things—What!

President Wilson, Presbyterian Elder.  
Vice-President Marshall, Presbyterian Elder.  
Wm. J. Bryan, Sec'y of State, Presbyterian Elder.  
Minister to England McCormick, Presbyterian Elder.  
Attorney-General Palmer, Presbyterian Quaker.

Vote for them? Not on your life. We went down with the ship—or rather up Salt River with William Howard.

But business is going to be Gooder than Ever. All the Dimycratick papers say so in big black type, and what they say goes now. Therefore,

**Now is the Time to "Hook 'er to the Biler."**

But seriously, this is a big country, bigger far than Bill, Bull and the Presbyterians and even Debs and his dreamers.

And you can go right on with improvements, and if you are smart enough to equip with these wonderful elevators it will make no difference to you who is on the throne in Washington.

The reason we can waste a card like this is because the best Packing house managers in the land have already discovered this wonderful elevator and are sending in their orders, any way, advertisement or no advertisement. All Packing house managers but a few Dead Ones know what it means to

**"Hook 'er to the Biler"**

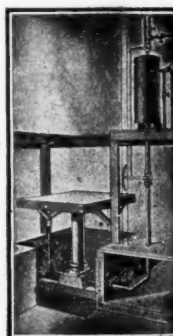
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ELEVATOR MAKERS TO FOLKS WHO KNOW



Direct Acting.

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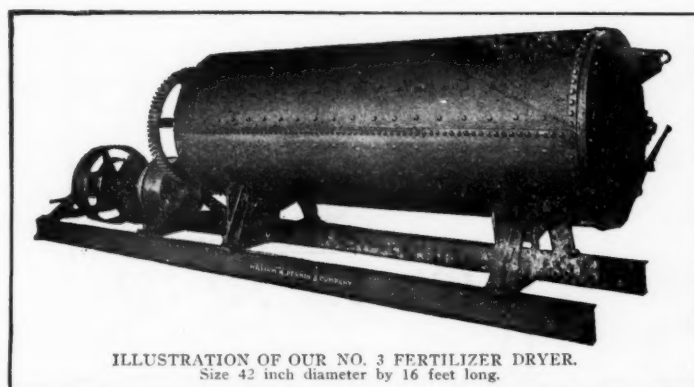
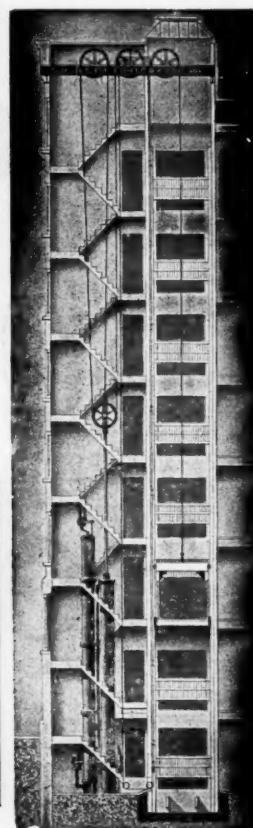


ILLUSTRATION OF OUR NO. 3 FERTILIZER DRYER.  
Size 42 inch diameter by 16 feet long.

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Write for prices and capacities and then compare ours with other makes.

**William R. Perrin & Company**

Manufacturers of

**Packing House and Abattoir Machinery**

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By the use of **OPALITE** (White Glass)  
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**WE** are constantly in the market for

Ground and  
Unground  
Tankage and  
Blood

Bones of all Kinds,  
Horns, Hoofs, Beef  
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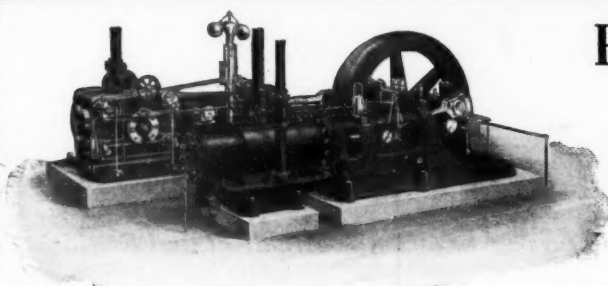
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is an economical proposition, when produced by the

### Arctic Ice Machine

We positively guarantee 20% more duty than any other horizontal compressor built.

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## THE ARCTIC ICE MACHINE CO.

Canton, Ohio

We can equip the smallest meat market or largest packing house

We have a representative near you

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This Cleaner has been awarded the highest prize wherever exhibited

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of

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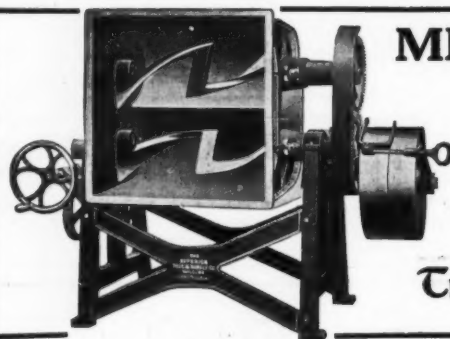
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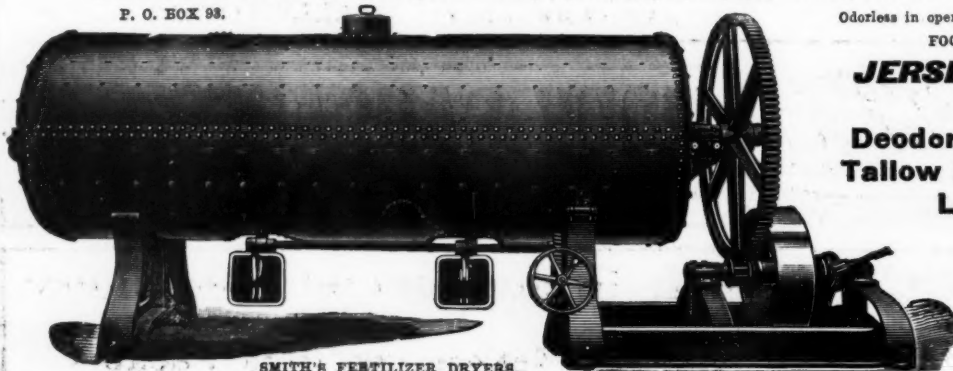
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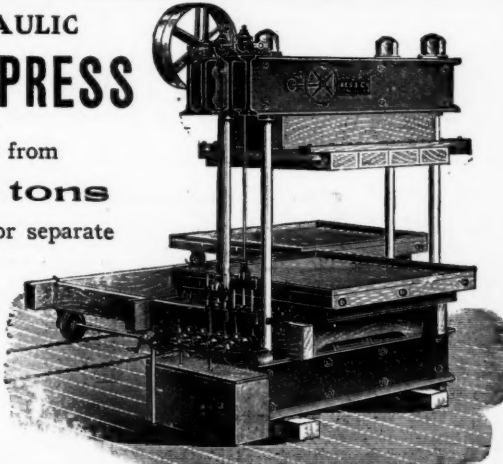
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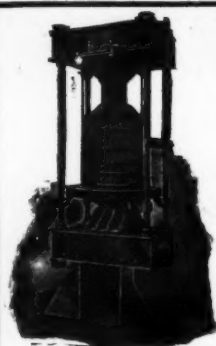
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Booklet A. gives full details of  
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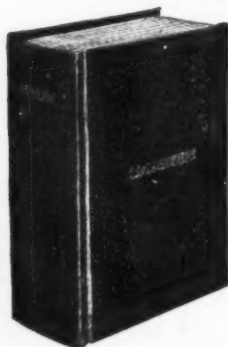
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## AMMONIA.

Armour & Company.  
Bower Chemical Mfg. Co., Henry.  
Brecht Co., The.  
Morris & Company.  
National Ammonia Co.

## ARCHITECTS AND ENGINEERS.

Allbright-Nell Co.  
American By-Product Machinery Co.  
Bergeron, Z. J.  
Brecht Company, The.  
Brill & Gardner.  
Cincinnati Butchers' Supply Co.  
Comstock, C. B.  
Liesinger-Lembke Co.  
Lawlor, John J.  
Mechanical Mfg. Co., The.  
Packers' Architectural & Engineering Co.  
Perrin & Co., Wm. R.  
Tait-Nordmeyer Engineering Co.  
Wannenwetsch & Co., C. H. A.

## BONE CRUSHERS.

Allbright-Nell Co.  
American By-Product Machinery Co.  
Brecht Co., The.  
Mechanical Mfg. Co.  
Williams Patent Crusher & Pulverizer Co.

## BONE MILLS.

Allbright-Nell Co.  
Brecht Company, The.  
Cincinnati Butchers' Supply Co.  
Mechanical Mfg. Co.  
Williams Patent Crusher & Pulverizer Co.

## BORAX AND BORACIC ACID.

Pacific Coast Borax Co.  
Welch, Holme & Clark Co.

## BUTCHERS' FIXTURES AND SUPPLIES.

Allbright-Nell Co.  
Brecht Company, The.  
Cincinnati Butchers' Supply Co.  
Farrell, Thomas.  
Herendeen, C.  
Jones' Cold Store Door Co.  
Liesinger-Lembke Co.  
Oppenheimer, S., & Co.  
Pittsburg B. & P. Supply Co.  
Sefton Mfg. Co.  
Smith's Sons Co., John H.  
Stevenson Co., The

## CANNING MACHINERY.

Allbright-Nell Co.  
American By-Product Machinery Co.  
Brecht Company, The.  
Mechanical Mfg. Co., The.  
Perrin & Co., Wm. R.

## CANS.

Brecht Company, The.

## CASINGS (SEE ALSO PACKERS).

Bechstein & Co.  
Brecht Company, The.  
Cincinnati Butchers' Supply Co.  
Consolidated Casing Co.  
Haberkorn Bros.  
Hart & Co., F. A.  
Illinois Casing Co.  
Levi, Berth & Co.  
Mockrauer & Simons.  
Morris & Co.  
Oppenheimer, S., & Co.  
Pittsburg B. & P. Supply Co.  
Swift & Co.  
United Dressed Beef Co.  
Van Creveld & Fabre.  
Walzel & Bensheim.

## COMMISSION MERCHANTS, BROKERS AND EXPORTERS.

(See also European Commission Merchants.)  
Aspegren & Co.  
Cash & Co., E. T.  
Crawford & Co., W. A.  
Elbert & Co.  
Field & Co., Julian.  
Grant, Jules S.  
Johnston, E. E.  
Parker & Co., M. E.  
Rieser, A. L.  
Sterne & Son Co.

## CONVEYORS.

Allbright-Nell Co.  
Brecht Company, The.  
Gifford-Wood Co.  
Mechanical Mfg. Co.

## COOLING TOWERS.

Hart, Jr., & Co., B. Franklin.

## COTTON OIL.

American Cotton Oil Co.  
Aspegren & Co.  
Brecht Company, The.  
Elbert & Co.  
Kentucky Refining Co.  
Louisville Cotton Oil Co.  
Phoenix Cotton Oil Co.  
Procter & Gamble.  
Welch, Holme & Clark Co.

## COTTONSEED OIL MACHINERY.

Allbright-Nell Co.  
American By-Product Machinery Co.  
Brecht Company, The.  
Hydraulic Press Mfg. Co.  
Perrin & Co., Wm. R.

## CRUSHERS AND GRINDERS.

Allbright-Nell Co.  
Brecht Co., The.  
Liesinger-Lembke Co.  
Mechanical Mfg. Co.  
Williams Pat. Crusher & P. Co.

## DISINFECTANTS.

Brecht Company, The.

## DISINTEGRATORS.

Allbright-Nell Co.  
Williams Pat. Crusher & P. Co.

## DRYERS.

(See also Fertilizer Machinery.)  
Allbright-Nell Co.  
American By-Product Machinery Co.  
American Process Co.  
Brecht Company, The.  
Cincinnati Butchers' Supply Co.  
Liesinger-Lembke Co.  
Mark Process Dryer Co.  
Mechanical Mfg. Co.  
Perrin & Co., Wm. R.  
Smith, Theodore, & Sons Co.  
Swenson Evaporator Co.

## ELEVATING AND CONVEYING MACHINERY.

Allbright-Nell Co.  
Brecht Company, The.  
Gifford-Wood Co.  
Mechanical Mfg. Co., The.

## ELEVATORS.

Ridgway & Co., C.

## EVAPORATORS.

Allbright-Nell Co.  
American By-Product Machinery Co.  
Brecht Co., The.  
Liesinger-Lembke Company, The.  
Mechanical Mfg. Co.  
Swenson Evaporator Co.  
Zaremba Co.

## FAT AND SKIN DEALERS.

Brand, Herman.  
Lesser, Fred.  
Reardon & Son Co., John.

## FERTILIZER MACHINERY.

Allbright-Nell Co.  
American By-Product Machinery Co.  
American Process Co.  
Bartlett, C. O., & Snow Co.  
Brecht Company, The.  
Cincinnati B. S. Co.  
Hydraulic Press Mfg. Co.  
Liesinger-Lembke Co.  
Mechanical Mfg. Co.  
Perrin & Co., Wm. R.  
Smith, Theodore, & Sons Co.  
Thomas Albright Co.  
Wannenwetsch & Co., C. H. A.  
Williams Patent Crusher & Pulverizer Co.

## HAM BRANDERS.

Allbright-Nell Co.  
American By-Product Machinery Co.  
Brecht Company, The.  
Cincinnati Butchers' Supply Co.  
Mechanical Mfg. Co.  
Perrin & Co., Wm. R.

## HOG SCRAPING MACHINES.

Allbright-Nell Co.  
Brecht Company, The.  
Cincinnati Butchers' Supply Co.  
Mechanical Mfg. Co.  
Perrin & Co., Wm. R.

## ICE TOOLS, ELEVATORS AND CONVEYORS.

Brecht Company, The.  
Gifford-Wood Co.

## INSULATING MATERIALS.

Armstrong Cork Co.  
Brecht Co., The.  
Cincinnati B. S. Co.  
Johns-Manville Co., H. W.  
Livesey, John H.  
United Cork Companies.

## LARD COOLER, MIXER AND DRYER.

Allbright-Nell Co.  
American By-Product Machinery Co.  
Brecht Company, The.  
Cincinnati Butchers' Supply Co.  
Mechanical Mfg. Co.  
Perrin & Co., Wm. R.  
Smith's Sons Co., John H.

## LARD PAILS.

Brecht Company, The.  
Cincinnati Butchers' Supply Co.

## MEAT CUTTERS.

Allbright-Nell Co.  
Brecht Company, The.  
Cincinnati Butchers' Supply Co.  
Mechanical Mfg. Co.  
Perrin & Co., Wm. R.  
Smith's Sons Co., John H.

## MEAT MIXERS.

Allbright-Nell Co.  
Brecht Company, The.  
Cincinnati Butchers' Supply Co.  
Lynn-Superior Co.  
Mechanical Mfg. Co.  
Oppenheimer, S., & Co.  
Smith's Sons Co., John H.

## MOTORS.

Brecht Company, The.  
Cincinnati Butchers' Supply Co.  
General Electric Co.  
Johns-Manville Co., H. W.  
Triumph Ice Machine Co.

## OIL MILL MACHINERY.

Allbright-Nell Co.  
Brecht Co., The.  
Taber Pump Co.  
Williams Patent Crusher & Pulverizer Co.

## PACKERS' SUPPLIES.

Allbright-Nell Co.  
Brecht Company, The.  
Cincinnati Butchers' Supply Co.  
Herendeen Milling Co., Chas.  
Oppenheimer & Co., S.  
Sefton Mfg. Co.

## PACKINGHOUSE MACHINERY.

Allbright-Nell Co.  
American By-Product Machinery Co.  
American Process Co.  
Brecht Company, The.  
Cincinnati Butchers' Supply Co.  
General Electric Co.  
Hydraulic Press Mfg. Co.  
Liesinger-Lembke Co.  
Mechanical Mfg. Co.  
Oppenheimer, S., & Co.  
Perrin & Co., Wm. R.  
Smith's Sons Co., John H.  
Swenson Evaporator Co.  
Wannenwetsch & Co., C. H. A.  
Williams Patent Crusher & Pulverizer Co.  
Zaremba Co.

## PARCHMENT PAPER.

Hartford City Paper Co.  
Paterson Parchment Paper Co.  
West Carrollton Parchment Co.

## PORK AND BEEF PACKERS.

Anglo-American Provision Co.  
Armour & Co.  
Brennan Packing Co.  
Boyd, Lunham & Co.  
Brittain & Co.  
Buckley, J. J.  
Consolidated Beef Co.  
Oudahy Packing Co.  
Danahy Packing Co.  
Fell, J. J., & Co.  
Hammond, G. H., & Co.  
Hormel & Co., Geo. A.  
Hutwiler & Briggs Co.  
Independent Packing Co.  
Indianapolis Abattoir Co.  
Klingan & Co., Ltd.  
Klinck, C., Packing Co.  
Krey Packing Co.  
Libby, McNeill & Libby.  
Lorenz, D. F.  
Martin Co., D. B.  
Mayer & Bro., O. F.  
Morrell & Co., Ltd., John.  
Morris & Co.  
N. Y. Butchers' Dressed Meat Co.  
New York Independent Meat Co.  
North Packing & Provision Co.  
Omaha Packing Co.  
Pittsburg Provision & Packing Co.  
Robe & Brothers.  
Roth Packing Co., John.  
Sinclair, T. M., & Co., Ltd.  
Squire & Co., John P.  
Stern & Son, Inc., Joseph.  
St. Louis Dressed Beef & Prov. Co.  
St. Louis Independent Packing Co.  
Streett & Corkran Co.  
Sulzberger & Sons Co.  
Swift & Co.  
United Dressed Beef Co.  
Wagner, Wm. G.  
Western Packing & Prov. Co.

## PRESERVATIVES.

Pacific Coast Borax Co.

## PRESSES.

Allbright-Nell Co.  
American By-Product Machinery Co.  
American Process Co.  
Boomer & Boschert Co.  
Brecht Company, The.  
Cincinnati Butchers' Supply Co.  
Hydraulic Press Mfg. Co.  
Liesinger-Lembke Co.  
Mechanical Mfg. Co.  
Perrin & Co., Wm. R.  
Thomas Albright Co.

## PROVISIONS. (See also Pork and Beef Packers.)

Brandt, Chas.  
Deerfoot Farms Co.  
Miller & Hart.  
Reed's, C. H., Sons.  
Schaue, C. F.  
Springfield Provision Co.  
Zimmerman, M.

## PUMPS.

Allbright-Nell Co.  
Brecht Company, The.  
Cincinnati Butchers' Supply Co.  
Hydraulic Press Mfg. Co.  
Lammert & Mann.  
Mechanical Mfg. Co.  
Perrin & Co., Wm. R.  
Taber Pump Co.

## REFRIGERATING ENGINEERS.

Comstock, C. B.  
Tait-Nordmeyer Engineering Co.  
Triumph Ice Machine Co.  
Wolf, F. W., Co.

## REFRIGERATING MACHINERY.

Arctic Ice Machine Co.  
Brecht Company, The.  
Creamery Package Mfg. Co.  
Frick Co., The.  
Jones' Cold Store Door Co.  
Remington Machine Co.  
Stevenson Co., The.  
Triumph Ice Machine Co.  
Wolf, F. W., Co.  
York Mfg. Co.

## REFRIGERATING MACHINE SUPPLIES.

Philadelphia Thermometer Co.  
Triumph Ice Machine Co.  
Weiskopf, A.  
Wolf, F. W., Co.  
York Mfg. Co.

## ROOFING AND ASPHALT.

Johns-Manville Co., H. W.

## SALT.

Myles Salt Co.  
Worcester Salt Co.

## SCALES.

Brecht Company, The.  
Cincinnati Butchers' Supply Co.  
Moneyweight Scale Co.

## SEWERS.

Brecht Company, The.  
Pittsburgh Butchers & Packers Supply Co.

## SOAPMAKERS' MACHINERY.

Allbright-Nell Co.  
Brecht Company, The.  
Mechanical Mfg. Co.  
Taber Pump Co.

## SOAPMAKERS' SUPPLIES.

Welch, Holme & Clark Co.

## SPICES.

Brecht Company, The.

## TALLOW.

Elbert & Co.

## TANKS.

Allbright-Nell Co.  
American By-Product Machinery Co.  
Brecht Company, The.  
Cincinnati Butchers' Supply Co.  
Liesinger-Lembke Company, The.  
Mechanical Mfg. Co.  
Smith, Theodore, & Sons Co.  
Wannenwetsch & Co., C. H. A.

## THERMOMETERS.

Philadelphia Thermometer Co.  
Weiskopf, A.

## TILE.

Opalite Tile Co.

## TRACKING.

Allbright-Nell Co.  
Brecht Company, The.  
Cincinnati Butchers' Supply Co.  
Mechanical Mfg. Co.  
Perrin & Co., Wm. R.

## TRUCKS.

Allbright-Nell Co.  
American Can Co.  
Brecht Co., The.  
Mechanical Mfg. Co.

## TRUCKS (MOTOR).

Federal Motor Truck Co., The.  
International Harvester Co.  
International Motor Co.  
Kissel Motor Car Co.

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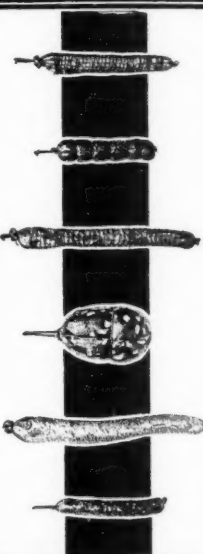
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